THE COIN MACHINE REVIEW



November, 1945

Just for Fun!

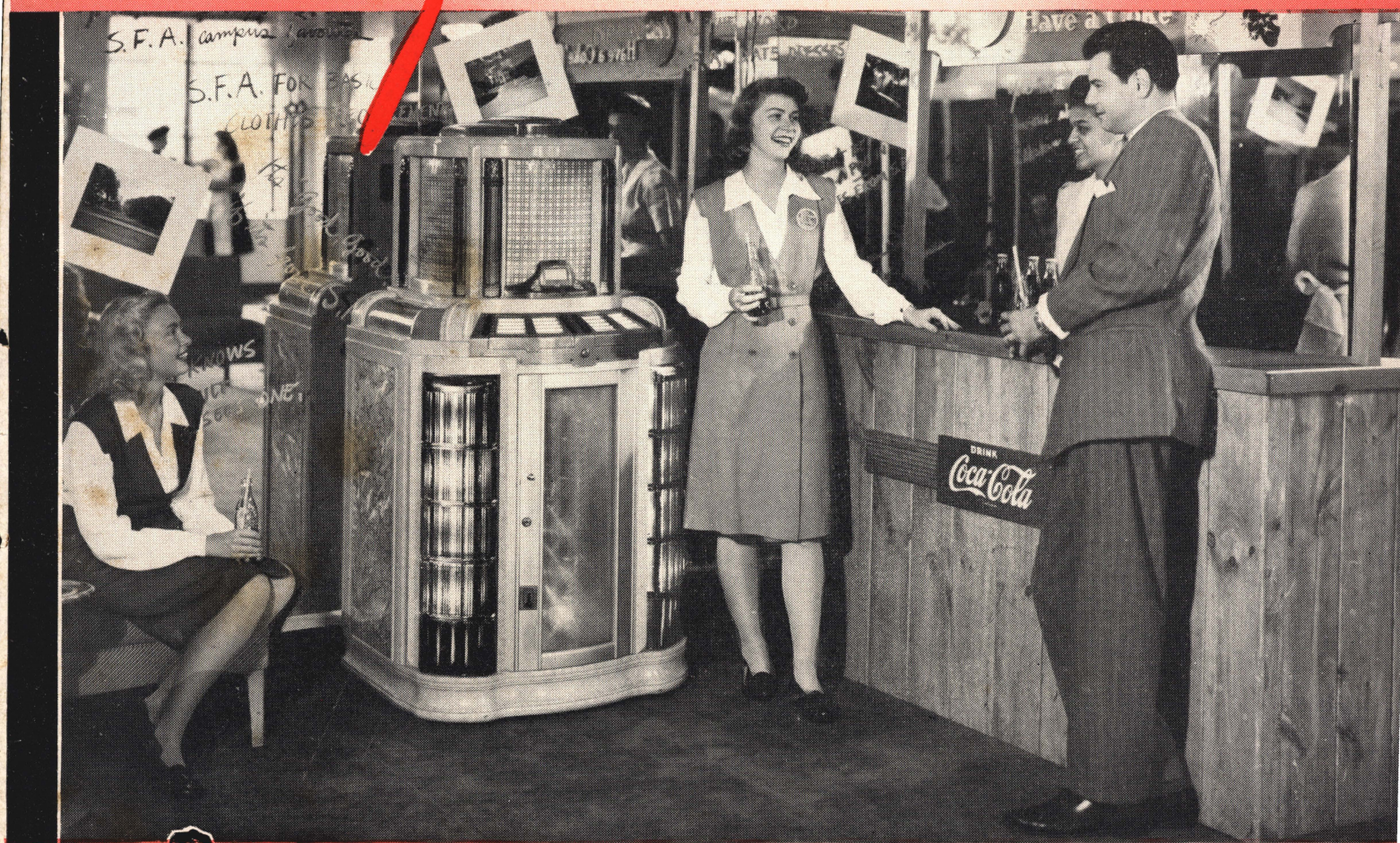


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Just for fun . . . you will find entertainment seeking Americans playing SEEBURG MUSIC SYSTEMS almost everywhere! When busy Americans find moments for relaxation, there is usually a SEEBURG MUSIC SYSTEM in their favorite entertainment spot to provide them with the very best in automatically recorded music. Patrons, location owners and music operators prefer SEEBURG equipment because of its better performance, longer life, less servicing and lower operating cost. That's why you see SEEBURG MUSIC SYSTEMS everywhere . . . just for fun.

Awarded to the J. P. Seeburg Corporation for outstanding production of war materials in each of its four plants.

ARMY NAVY

Seeburg

J. P. SEEBURG CORPORATION · CHICAGO

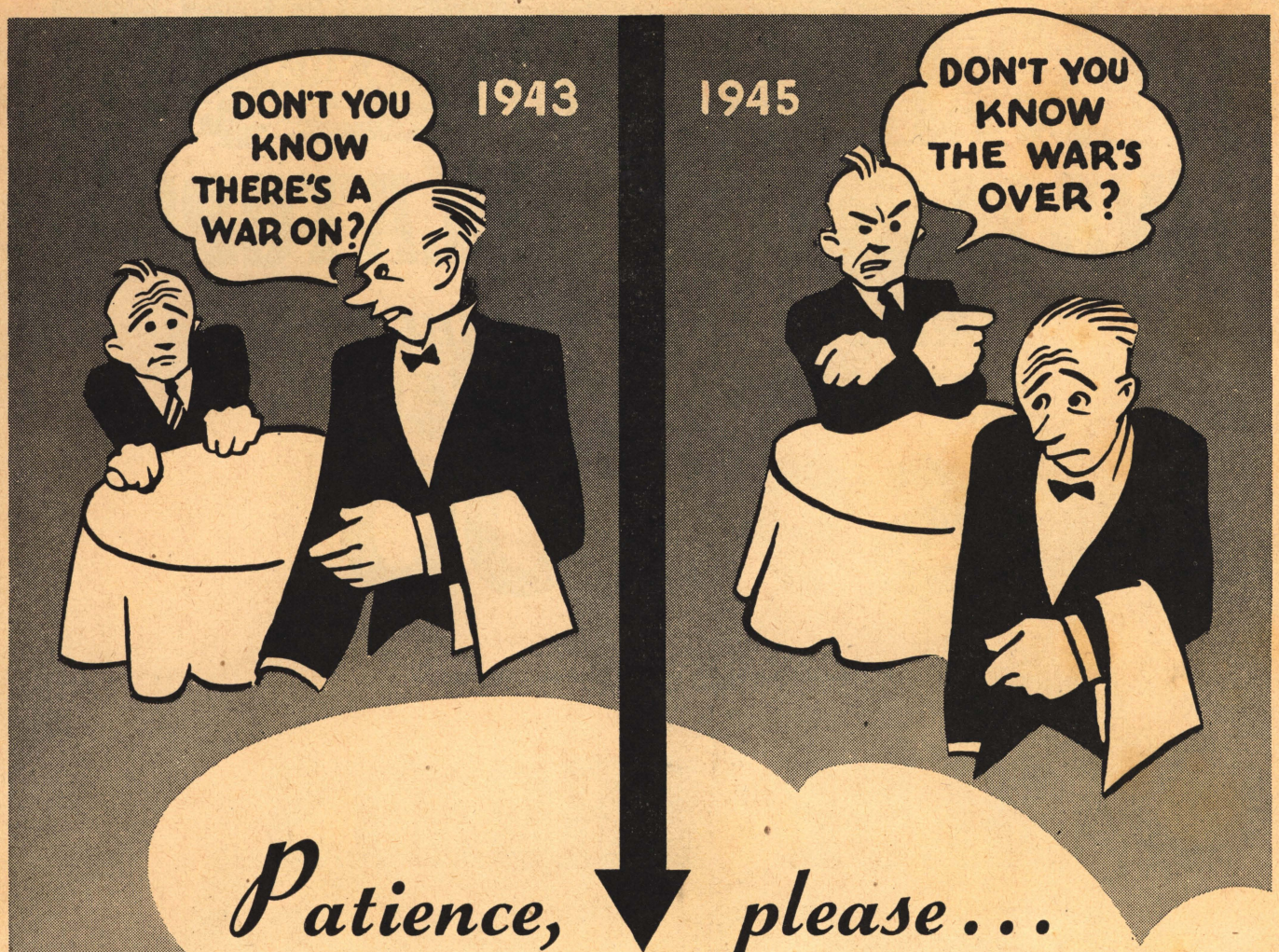
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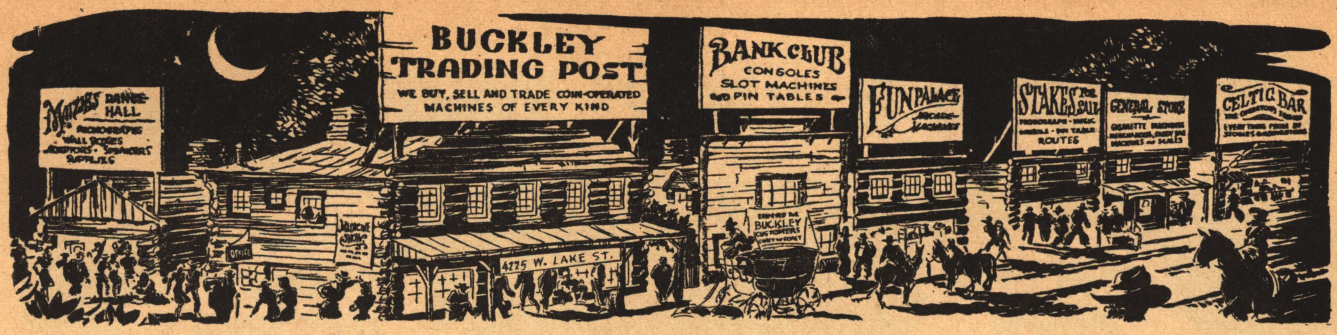
#7 NOVEMBER

INTERNATIONAL MUTOSCOPE CORPORATION

44-01 ELEVENTH STREET WM. RABKIN, President LONG ISLAND CITY 1, NEW YORK

COIN MACHINE REVIEW 3 FOR NOVEMBER 1945

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REBUILT AND REFINISHED
LOOK AND OPERATE LIKE NEW

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BLUE FRONTS
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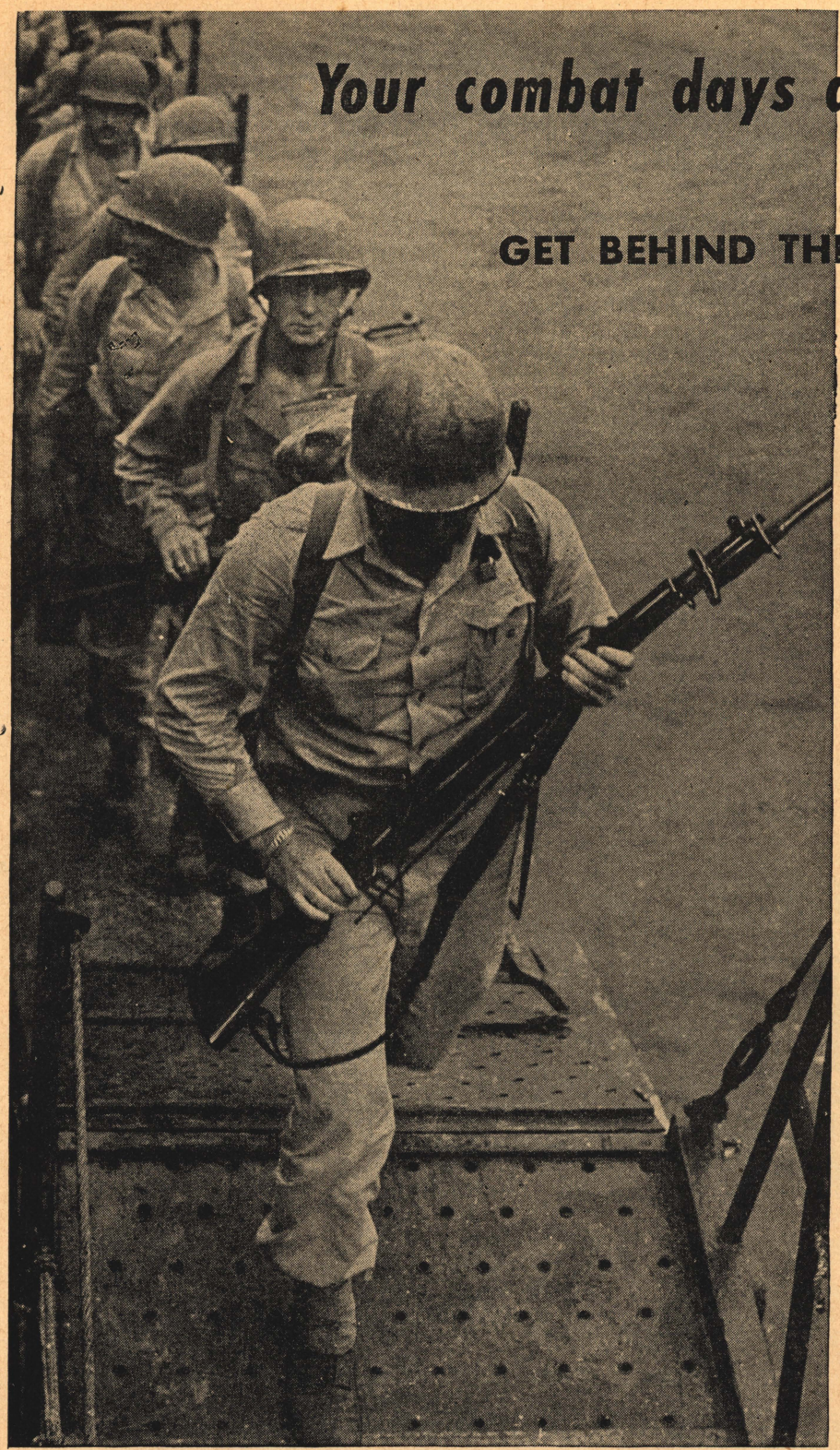
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For over thirty years, ABT has been manufacturing coin-operated machines. Each and every product bearing our name is backed by knowledge comparable to any in the industry. Avail yourself of better products which are the results of long study. Experience always counts.

ABT *Manufacturing Corporation*

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Your combat days are not over!

GET BEHIND THE VICTORY LOAN!

There's plenty of action ahead for fast-thinking industrial leaders in putting over the new Victory Loan! Your Victory drive is important because:

EVERY VICTORY BOND HELPS TO

1. Bring our boys back to the America for which they were willing to give their lives!
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BOOST THE NEW F. D. ROOSEVELT MEMORIAL $200 BOND!

Urge all your employees to buy this new Franklin Delano Roosevelt Memorial $200 Bond through your Payroll Savings Plan! At all times better than ready cash, Victory Bonds are industry's "Thanks" to our returning heroes!

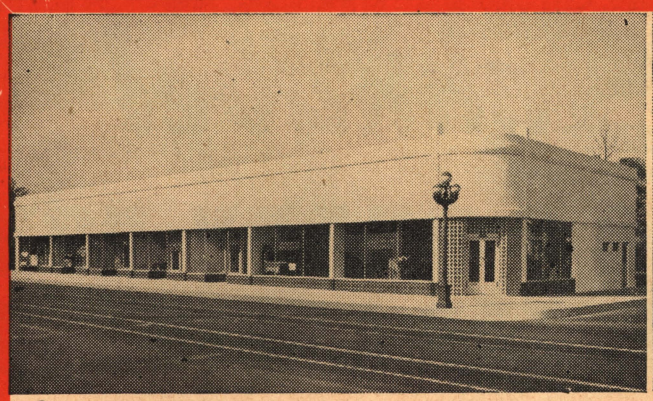
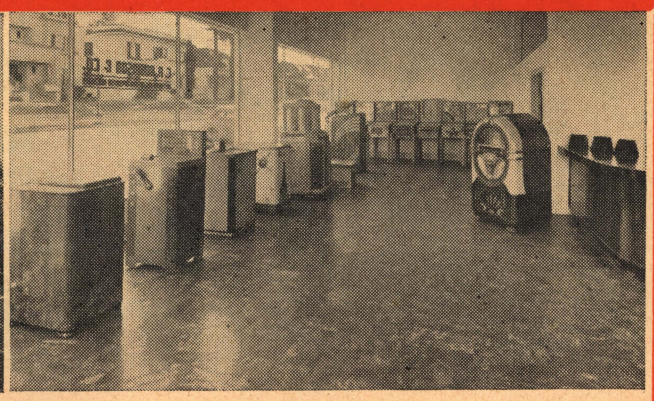
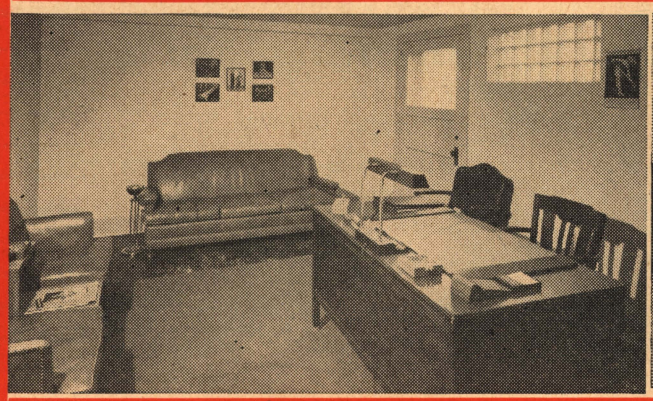
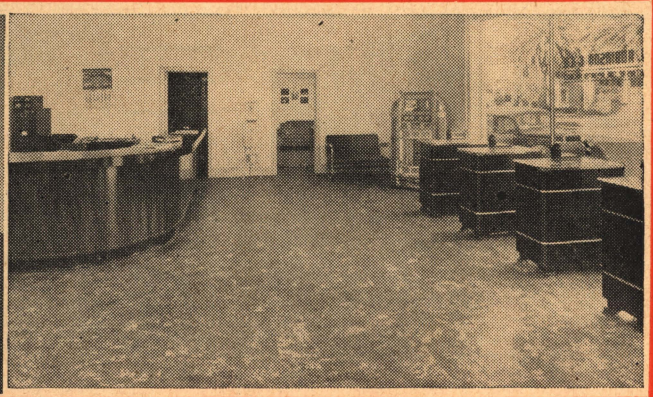
START YOUR VICTORY DRIVE TODAY!

Every Victory Bond aids in assuring peacetime prosperity for our veterans, our nation, your employees—and your own industry!

VICTORY LOAN

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THE COIN MACHINE REVIEW

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WITH ALL THE LATEST IMPROVEMENTS.
DESIGNED FOR MAXIMUM PROFITS WITH MINIMUM SERVICE.
IF YOU DON'T OPERATE THE "BRONZE CHIEF" WE BOTH LOSE!

BE FIRST WITH THE BEST

Now Delivering

Chicago Coin's NEW "GOALEE"

SEE IT TODAY!

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IS NOW READY FOR POST WAR BUSINESS

Mr. Manufacturer:

In our new quarters, streamlined to accommodate the largest quantity of new machines to ever appear in the Northwest, we are geared to high speed efficiency for successfully distributing your products in the post war era.

We are in a position to enjoy the advantages offered by the prestige and enviable reputation coming from a policy of customer consideration and reliable service.

We are in an extremely fertile area for post war business. The future possibilities of the great Pacific Northwest can be summed up in the phrase—"There is plenty of business to be had here."

With such ideal sales conditions we are not wasting a minute in presenting these facts to you and inviting your communications. WE KNOW WE CAN BE OF GREAT SERVICE TO YOU

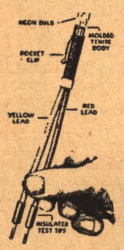
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Puget Sound Novelty Company

114 ELLIOTT AVENUE WEST — SEATTLE 99, WASHINGTON

MONTHLY SPECIALS STANDARD BRANDS MONTHLY SPECIALS

★ DEPENDABLE SUPPLIES, PARTS AND ACCESSORIES ★

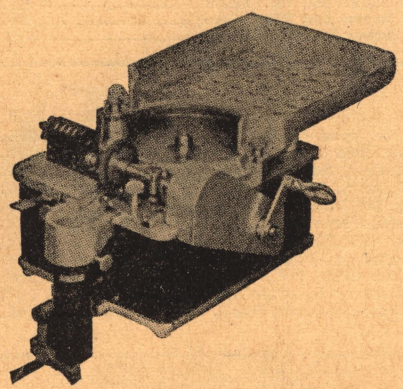


Pocket Electrical Tester. Tests live lines, open circuits, shorts. Locates blown fuses..... ..$1.00

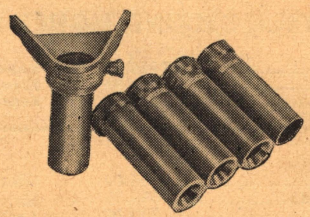


WIRE CUTTER
Strips and cuts wire at same time. Useful cutter of solid or stranded wire. Easy to operate.
Each $6.00

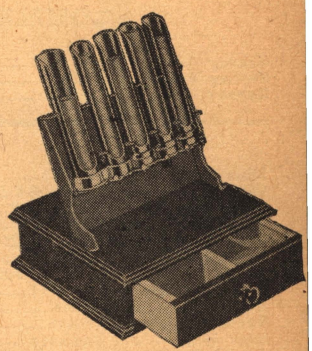
NEW DOWNEY-JOHNSON PORTABLE COIN COUNTER



Save time and money with Downey-Johnson coin counter. Counts, wraps and bags pennies, nickels, dimes, quarters and halves. Portable, weighs only 17½ lbs. Quick-setting lock for package count. Double-check on every package count. Sturdy construction. Price.....$147.50



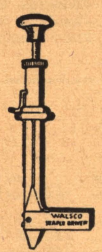
Manual Coin Counter for Correct hand counting and packing pennies, nickels, dimes, quarters, halves. Complete set.....$5.00



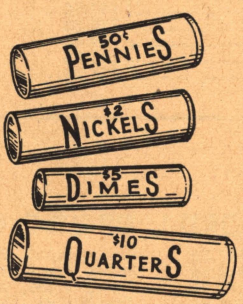
Quick Change Multiple - Coin Changer. Eject 5 nickels, 2 nickels, Dimes and Quarters. Faster change making, faster machine play. $22.50



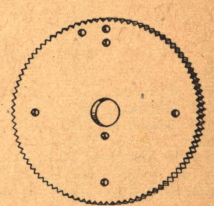
Repair Lite. Lite where you want it. 110 V. AC or DC. With bulb and cord. Fountain Pen size..$1.50



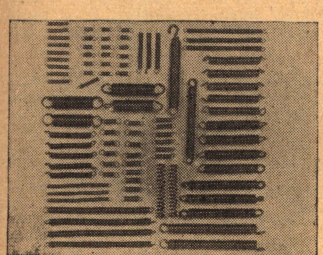
Walsco Staple Driver, for faster and better installation of wires. Great time saver $3.70
1000 Staples 1.10



Steel-Strong Tubular Wrappers. 1000 to box—28 boxes to shipping carton. One box, 65c; 28 boxes (1 carton), 60c per box; 84 boxes (3 cartons), 55c per box



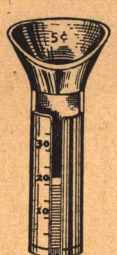
Mills Free-Play Main Gears for Jumbos and Mills 1-2-3 machines. Price $1.95. Write for quantity price.



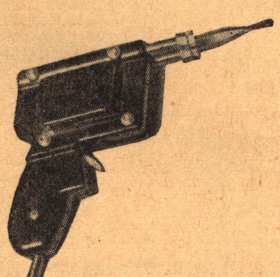
Standard Brand Slot Machine Spring Kit. Contains Large Assorted Springs for all models Slot Machines. Price.....$8.95



Super-Chief Refinishing Cabinet Repair Kit. Most complete kit of its kind on the market. Kit contains 50 useful items. Nothing else needed. Every operator should have one.....$14.95



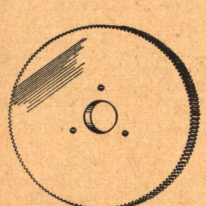
New improved Nickel Coin Counter. Large hopper, polished aluminum. Time saver.
5c $1.25
1c 1.25



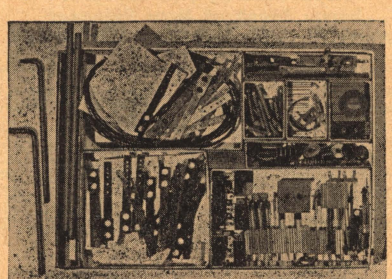
SPEED ELECTRIC SOLDERING GUN. Heats in 5 seconds. Most practical, economical soldering iron on the market. Real time saver. Complete.....$12.95



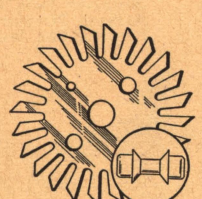
Kester Solder. Highest quality. Per Lb.....$1.10



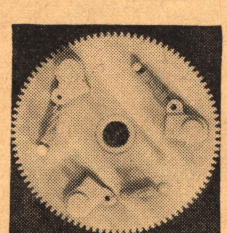
Genuine Fibre Main Gears for Wurlitzer and Seeburg phonographs, guaranteed perfect. Less steel hub.
Price .....$ 3.75
Price per doz..... 36.00



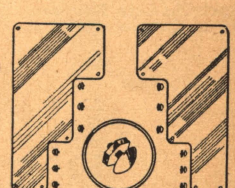
Standard Contact Service Kit. Contains 30 Made-up Switches. Assorted 100 Silver Points. Over 450 Assorted Spring Leaves and Switch Parts. 2-Point Adjusters. Price.....$7.50



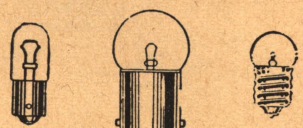
Wurlitzer Rotary Selector Star Wheel & Dumbell Pin.
Price $1.00



Mills Main Clock Gears. Complete with dogs and springs, 2.95. Idler pinion gear.....$1.95



Buckley Box Metal Replacement Sides. Color red, set of two with 12 chrome bolts and nuts....$1.45

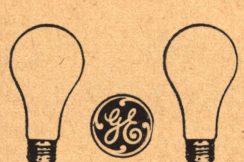


MAZDA MINIATURE BULBS

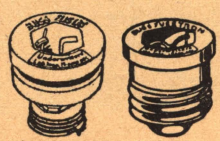
Lamp No.	Base	Amps.	Box(10)	Per 100
40	Screw	0.15	55c	$4.95
44	Bay	0.25	55c	4.95
46	Screw	0.25	55c	4.95
47	Bay	0.15	55c	4.95
50	Screw	1 C.P.	65c	5.50
51	Bay	1 C.P.	50c	3.85
55	Bay	2 C.P.	50c	3.85
1129	S.C.	21 C.P.		1.50
1130	D.C.	21 C.P.		1.35
1503	K.G.	50 C.P.		2.50
1489	Ray Gun Bulbs		$1.00 Ea.	



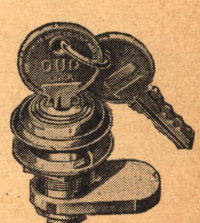
Bell Coin Machine Locks. Pickproof to the highest degree. Standard length barrels. Lots of 10, 75c; lots of 50, 70c; 100, 65c



G-E MAZDA LAMPS
125 Volts, long-lived, 7½, 15, 25, 40, and 60 Watt. Packed 120 per case. Tax Inc. $9.90.



Buss Fustats and Fusetrons, all sizes carried in stock. 1.6, 2.5, 3.2, 3.5, 15c each. Glass cartridge fuses, all amp., in stock.



"Duo" Locks for All Phonographs and Games. Specify machine. Standard length barrels.....75c
Long length barrels.....85c

For Immediate Delivery Order from Your Nearest Office. Write for Complete List of Parts and Supplies.

BADGER SALES COMPANY
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LOS ANGELES 15, CALIF.
All Phones DR. 4326

BADGER NOVELTY COMPANY
2546 NORTH 30th STREET
MILWAUKEE 10, WISCONSIN
All Phones KIL. 3030

BADGER'S Bargains

"Often a few dollars less – Seldom a penny more"

LOS ANGELES see *Bill Happel*
MILWAUKEE see *Carl Happel*

KEENEY RECONDITIONED SUPER BELLS

COMPLETELY RECONDITIONED, REBUILT AND REFINISHED LIKE NEW. IMMEDIATE DELIVERY.

Keeney 4-Way 5-5-5-5 $495.00	Keeney Super Bell 5c (Comb.) $325.00	Keeney Super Twin 5c-25c P.O. $450.00
Keeney 4-Way 5-5-5-25 595.00	Keeney Super Bell 25c (Comb.) 395.00	Keeney Super Twin 5c-25c (Comb.) 595.00
Keeney 4-Way 5-5-25-50c 895.00	Keeney Super Twin 5c-5c P.O. 395.00	Keeney Super Twin 5c-5c (Comb.) 550.00

RECONDITIONED CONSOLES

Mills Three Bells 5-10-25c $795.00	Mills Original 4-Bells 5-5-5-5c $350.00	Mills Original 4-Bells 5-5-5-25c $595.00
Mills Late Head 4 Bells 5-5-5-5c 595.00	Mills Late Head 4-Bells 5-5-5-25c 795.00	Pace Twin Reels 5-25c 450.00
Evans Bangtails Late, D.D.J.P. 295.00	Jennings Silver Moon, F.P., P.O. 199.50	Bally Roll 'Em, Late, P.O. 169.50
Evans Dominoes, Late, D.D.J.P. 295.00	Baker Pacers, Daily Double, 5c 299.50	Bally Sun Rays, Late, F.P. 159.50
Evans Lucky Lucre, 3-5c, 2-25c 350.00	Baker Pacers, Daily Double, 25c 395.00	Bally Big Top, Late, F.P. 110.00
Evans Lucky Lucre, 5-5c, Two Tone 250.00	Watling Big Game F.P. 89.50	Pace Saratogas, Late Models 99.50
Evans Lucky Lucre, 5-5c, Walnut 195.00	Mills Jumbo Free Play 99.50	Pace Reels, Late Models 99.50
Evans Rolletto Jr., Walnut 195.00	Jennings Fast Time, F.P. 89.50	Paces Reels, 10c P.O. 169.50
Evans Lucky Stars, late 159.50	Pace Saratogas (Comb. F.P., P.O.) 149.50	Bally Hi Hands, late 195.00
Evans Dominoes, Walnut 195.00	Bally Club Bells, F.P., P.O. 259.50	Jennings Silver Moon, F.P. 119.50
New Mills 4-Bell Cabinets 39.50	Baker Pacers, 5c (Chk. Mod.) 350.00	Jennings Bobtail, F.P. 89.50
Jumbo Parades (Comb. F.P.P.O.) 213.75	Jumbo Parades, Late Head, P.O. 149.50	Jennings Bobtail, F.P. 25c 199.50
Jumbo Parades, Late Head, F.P. 129.50		Pace Reels, 25c, P.O. 225.00

GUARANTEED ORIGINAL FACTORY REBUILT SLOT MACHINES

NEW DRILL PROOF CABINETS, KNEE ACTION, SINGLE JACK-POT, ETC.

Gold Chrome, 5c $347.50	Brown Front, 5c $210.00	Blue Front, 5c $189.50	Bonus Bells, 5c $247.50
Gold Chrome, 10c 368.50	Brown Front, 10c 235.00	Blue Front, 10c 225.00	Bonus Bells, 10c 267.50
Gold Chrome, 25c 387.50	Brown Front, 25c 299.50	Blue Front, 25c 275.00	Bonus Bells, 25c 287.50
Gold Chrome, 50c 595.00	Jenn 4-Star, 5c 125.00	Pace De Luxe, 50c 495.00	Pace De Luxe, 25c 195.00
Regular Chrome 5c 295.00	Jenn 4-Star, 10c 145.00	Pace All Star, 50c 395.00	Pace All Star, 5c 95.00
Glitter Gold Q.T. 110.00	Pace Deluxe, 1.00 595.00	Pace De Luxe, 10c 145.00	Pace De Luxe, 5c 110.00
Mills Q.T. Blue 89.50	Vest Pocket B.G. 49.50	Pace All-Star, 1.00 495.00	Weighted Metal Stands 24.50

NEW AND RECONDITIONED ARCADE EQUIPMENT

New Zingo $249.50	Selectorscope $169.50	Chicago Coin Hockey $179.50	Keeney Submarine $159.50
Whee Gee Mystic 169.50	Liberator 189.50	Evans Play Ball 149.50	Roll-in-the-Barrel 149.50
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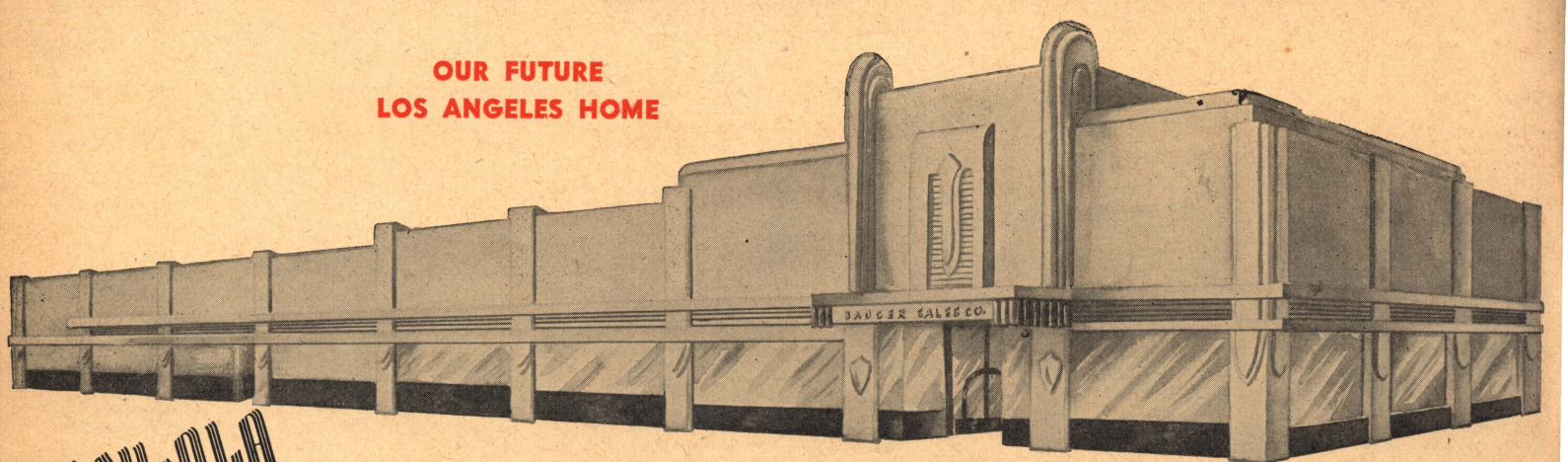
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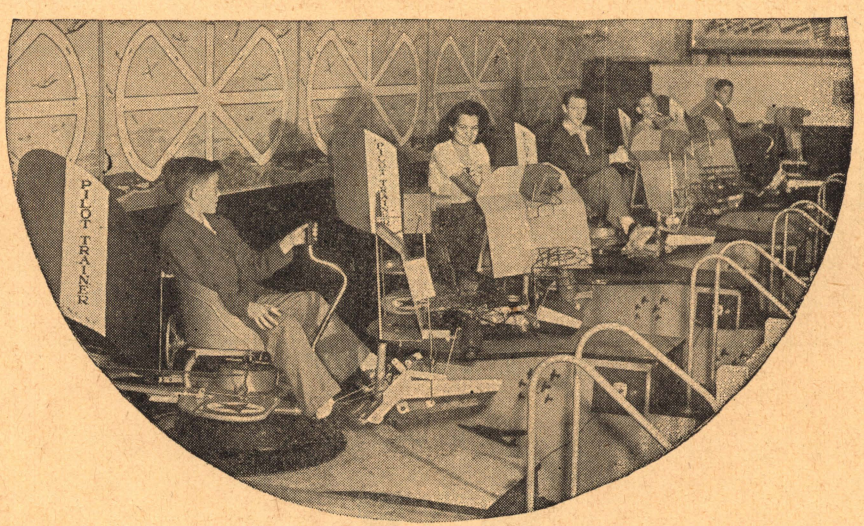
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THE COIN MACHINE REVIEW

NOVEMBER, 1945

The 148th CONSECUTIVE MONTHLY ISSUE

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First Auto. Laundry

MANSFIELD, Ohio—The first de luxe automatic laundry, complete with automatic washers, driers and ironers, is being opened here by Automatic Laundry Distributors, Inc. Additional self-service laundries are to be opened and operated by the same organization.

In this initial installation 30 Westinghouse Laundromat washers are already installed and 20 automatic driers and ironers are to be installed as soon as they are available.

A lounge and playroom for youngsters adjoin the laundry rooms and all are lighted by fluorescent lights and air-conditioning units and an electrostatic air cleaner are to be installed later.

Customer entering has dirty clothes weighed, then drops them into the machine, puts in soap and sets the dial for the types of clothes. Clothes are ready in 30 minutes and these 30 minutes give patrons a chance to patronize the lounge. Another 30 minutes is required for drying and the charge for each service averages 25 cents. After drying, many of the clothes do not need ironing.

Test laundry installations have already been made by other operators in New York, Philadelphia and South Bend but these are only automatic washers and not on such a complete and elaborate plan as those to be installed by Automatic Laundry Distributors, Inc.

On the Cover---

Introducing this month, a tricky little dish that calls Universal Studios her home port - - Poni Adams, a screen newcomer with plenty of promise, as we see it from our place in the bleachers.

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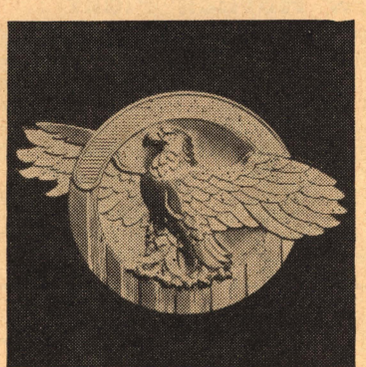
NEW YORK—Another old American institution is being modernized in anticipation of a post-war boom. This was indicated in an announcement by the Sporting Arms and Ammunition Manufacturers' Institute at its New York headquarters, that it has engaged the services of the noted industrial designer, Col. John Vassos, to create the up-to-date shooting gallery.

Recent surveys point to a greatly increased interest in hunting and all shooting sports after the war, it was said, and gallery shooting, long one of the country's favorite forms of low cost recreation, is believed to be headed for unprecedented popularity. Survey findings indicate that an increase of at least 50 per cent in the number of galleries will be needed to meet the requirements of probable post-war enthusiasts. A big demand for convenient and attractive new facilities is foreseen.

Many returning servicemen are likely to become owners and operators of commercial shooting galleries, the study revealed. The new galleries will provide employ-

(See ARMS MFRS., Page 14)

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A man may have sacrificed an arm or a leg for the privilege of wearing this Emblem . . . Recognize it, and give these veterans the respect and the consideration they so richly deserve.

Wis. Anti-Gambling Act Unconstitutional

CHIPPEWA FALLS, Wis. — County Judge Orin Larrabee on September 22nd held that the Thomson anti-gambling law was unconstitutional in 3 respects, when he upheld points raised in a demurrer filed by counsel for a Chippewa County tavernkeeper, whose license the state sought to revoke.

Judge Larrabee sustained the demurrer, which challenged the constitutionality of the Thomson act on the grounds that it denied due process of law, was illegal delegation of authority to district attorneys and that its wording was vague and unclear.

The demurrer was filed by Attorney Harold E. Stafford of Chippewa Falls in behalf of Frank Coubal, proprietor of the Gateway Tavern at Taylor's Corners, Chippewa County. Dist. Atty. Ronald North's petition for license revocation was based on a complaint filed by the state beverage tax division, which alleged that its agents had confiscated several punch boards and slot machines on Coubal's tavern premises.

Judge Larrabee held unconstitutional a provision of the act which states that allegations in petitions for revocation of licenses shall be deemed controverted and shall be at issue without further pleading by the defendant. He said it closed all approaches to the defendant.

The court held that district attorneys elected by the people held certain quasi-judicial powers which could not be invaded or abridged by the legislature, and pointed out that the Thomson act denied district attorneys discretionary privileges because

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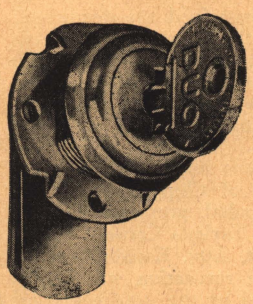


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it directed them to start proceedings upon receipt of complaints from state agents "or any other person."

Holding that the act was a criminal statute, Judge Larrabee upheld the defendant's claim that it was vague and unclear because it did not enumerate all types of gambling devices expressly prohibited but used the terms "other similar mechanical devices" and "devices designed for like forms of gambling."

The Thomson act, Judge Larrabee stated, "assumes that many enforcement officers are undependable, if not dishonest; that the courts are dilatory in their discharge of their official duties, and that it is necessary that all officers, including the courts, have a time limit fixed within which they must take certain described actions. This, of course, does not invalidate the act, but it does raise questions covering the legality of the methods by which the usual duties of the officers are either enlarged, curtailed or abolished."

CMI Opens Office

CHICAGO—New headquarters for Coin Machine Industries, Inc., the national association of manufacturers and suppliers, have been opened at 134 North LaSalle Street in Chicago's Loop.

James Gilmore, CMI secretary-manager before the war, has been rehired and took over the active management of the Association's affairs on October 1st.

New Harlich Plant

CHICAGO—On or about January 1 the Harlich Mfg. Co., will move into its new two million dollar factory—the largest, most modern and completely equipped plant of its kind in the world, according to Harlich executives. Foundations are already in and brick work has been started.

In its present quarters Harlich occupies five floors and have several hundred employees on the regular payroll.

ARMS MFRS.

(Continued from Page 13)

ment, directly and indirectly, for several thousand people, it is estimated.

The Institute announced that the Vassos designs are scheduled to be completed by the end of the year and will be supplied without cost to present manufacturers of gallery equipment and to legitimate new manufacturers interested in entering this field.

Colonel Vassos, founder and first president of the American Designers' Institute, recently returned to civilian life after serving with the Army in Europe. He was staff camoufleur for the 3rd Army Forces and later carried out a special secret mission in connection with establishing commando groups.

He is currently consultant designer for all products of the Radio Corporation of America. Also well known as an illustrator and writer, he is a prominent member of the Silvermine Guild of Artists.

Killed In Accident

LOS ANGELES—Mrs. Ruth Boulter, former wife of Frank Root, operator of Lancaster, Santa Ana, Los Angeles and other points, was instantly killed October 6th when a soldier in a speeding car ran her down, broke both legs and her neck, outside the Root Liquor Store on West 8th Street.

Mrs. Boulter, an employee of the establishment, was on her way home when the accident occurred. Death was instantaneous. The soldier, on a 48-hour pass, was booked for manslaughter.

Funeral services were held in Wee Kirk of the Heather, October 10th, with burial in Forest Lawn.

Free Pocket Library

CHICAGO—Manufacturers Screw Products, 298 W. Hubbard St., has issued a pocket size library of Engineering Data on four vari-colored cards enclosed in a durable handy pocket envelope, and are supplying it free to industrial users of screws and other fasteners.

Immediate Delivery

ABT COIN CHUTES

Mills Vest Pocket F.P., Chutes.....$3.50

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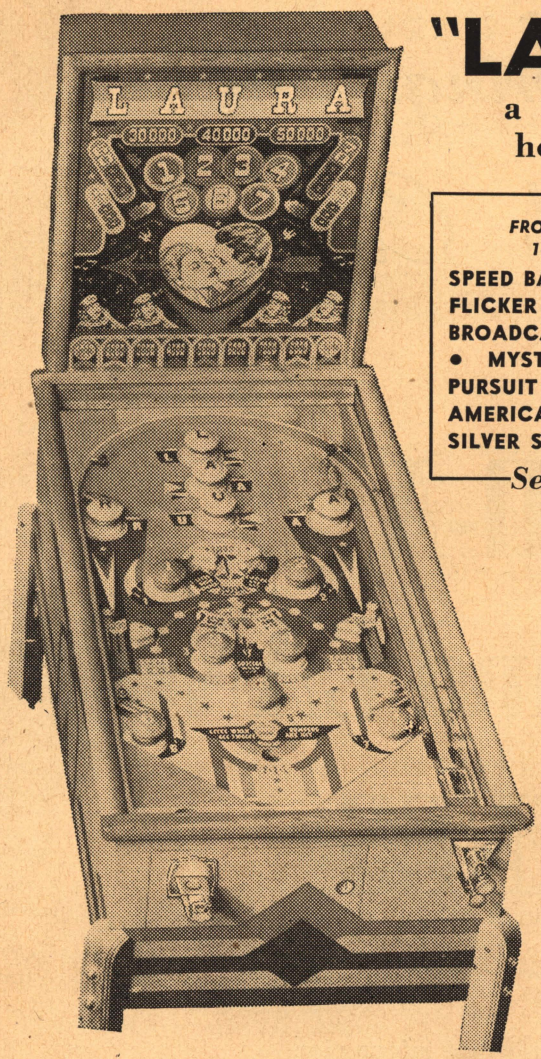
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COIN MACHINE REVIEW
15
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Bouterious In Chi.

OAKLAND—A. H. Bouterious, general manager for Mills Sales Co., Ltd., has been spending some time in Chicago conferring with officials of the Mills Novelty Co. regarding all of their post-war machines, which Mills Sales will handle as Pacific Coast Distributors. It is also expected he will complete other negotiations which are under way for distribution of other manufacturers' machines.

"We have, since the end of the war, been kept extremely busy answering inquiries regarding Mills Black Cherry Bell," relayed Warren Taylor, "and daily we've had a continual stream of customers in our showrooms inquiring about new machines and, we are thankful to say, still purchasing used equipment."

Robot Newsboy

NEW YORK—A "robot newsboy" is having a test in a local subway station.

The robot, a vending machine, dispenses up to 200 papers and gives change for a nickel. Designed by Samuel Leschin, it is said to be virtually foolproof, and scrupulously rejects wrong coins and slugs.

Varied Experiences Marked Harmon's Stint

NATCHEZ, Miss.—Following two years of service in the China-Burma-India theater, Cpl. Wilkes B. Harmon is en route home for a furlough, and to receive a discharge from the U. S. Army Air Forces. He is a former local and Louisiana operator and will return to his machines when out.

The following information will cover Cpl. Harmon's tour of duty in the CBI theater of operations: two years ago he stepped off the gangplank at Bombay. Several days later he arrived in Calcutta for one day. His next trip was to Ledo, via Indian operated train. Approximately 650 G. I.'s were stacked in one cattle car. This, he said, lasted for days, with very little food and water, no beds, just plain hard floors to sleep on.

Harmon said he realized he was in combat when he saw Gen. Stillwell and his famous 38th Division (American trained Chinese) and later when General Merrill's Marine Marauders moved in at Kanjikoah, about three blocks from his headquarters. He added that he had charge of the Army courier service and was running from strip to strip to meet shuttle planes from all points. He also had to pilot his own jeep for seven days each week, and also got in plenty of flying time without pay.

Harmon had the distinction of delivering the letter which made Col. Merrill a general. The general, he said, was in fatigues and looked more like a buck private.

His next move was up to Shingbwiyang, Burma, and later to Taipha-Ga, and on to Maingkwin, then to Tingkawkyina, where the first night's bivouac was very exciting with Jap bullets whining overhead, and everyone was scurrying for cover, and from then on, he said, it was plenty rugged. Tracers, whistling shells and mortar bursts filled the night air. His unit was part of the 10th Air Forces forward echelon, and they were giving close air support to the ground troops.

"We moved in and pushed the Japs out of the city. We started building bivouac areas on the famous Irrawaddy River, where later Seagraves and his famous nurses moved in to set up a hospital. The monsoons were hell, and the days were the hottest we had witnessed over here. The first of '45, we moved to Bhamo, where I later transferred to Calcutta to join the Commandos, followed by two furloughs to Darjeeling and one trip over the 'hump,' and one 'short snorter.'"

Harmon has two battle stars on his campaign ribbon and a Good Conduct Medal, with his 18 months' combat, six months of which he said he spent in the Commandos. His brother, Sergeant Steve Harmon, former Louisiana Normal College football star, was recently sent overseas.

Do You Need Arcade Equipment RAY GUNS or CONSOLES?

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Operator's Son In Wainwright Liberation

FERRIDAY, La.—Lieut. Colonel Richard A. Campbell, who commanded the rescue unit which liberated Lieut. Gen. Jonathan Wainwright from a Japanese prison camp in Manchuria, is home on a short leave with his parents, Mr. and Mrs. Charles A. Campbell, in Ferriday, and with his wife and two-year-old daughter, Dale, in Vidalia. His father is an operator in Ferriday, La.

The young Ferriday officer, who saw much service in the European as well as in the Pacific theaters of operations in the Army air forces, will leave here next week for Washington, D. C., where he will serve as chief of the Army air forces plans, Asiatic division.

When asked about the rescue of General Wainwright, "Dicky," as he is known to his many friends in Ferriday, Vidalia and throughout the parish of Concordia, said: "General Wainwright was dozing on a bamboo cot when we came in to liberate him. We walked into General Wainwright's room three weeks before the formal Japanese surrender.

"General, are you ready to go with us?" Lt. Col. Campbell said he asked Wainwright. "General Wainwright just got up and looked at us. He didn't say anything for a while; he couldn't. Then he said, 'Where are you from and how did you get here?'

"We told him and gave him a kit of medicines, food, soup, and clothing. He was wearing a tattered but neat khaki uniform at the time, and we must have looked strange to him, with our combat stains all over our faces."

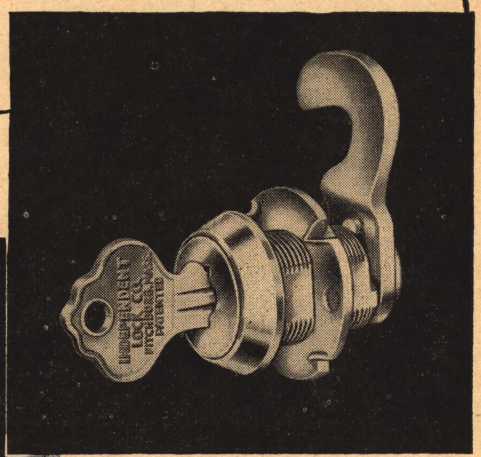
Lt. Col. Campbell is a graduate of Louisiana State University following graduation from the local high school, where he had an outstanding scholastic and athletic record, and Ferriday as well as the state is proud of his record.

Falk Killed in Japan

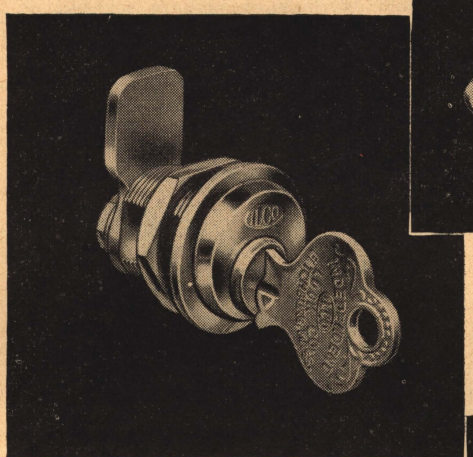
FITCHBURG, Mass.—Captain Horace R. Falk, son of Morris Falk, president of the Independent Lock Co., died in the service of his country in an airplane accident over Japan on August 29th.

Captain Falk served as assistant to the President prior to entering the services of his country and was well known in trade circles in the Coin Machine Industry.

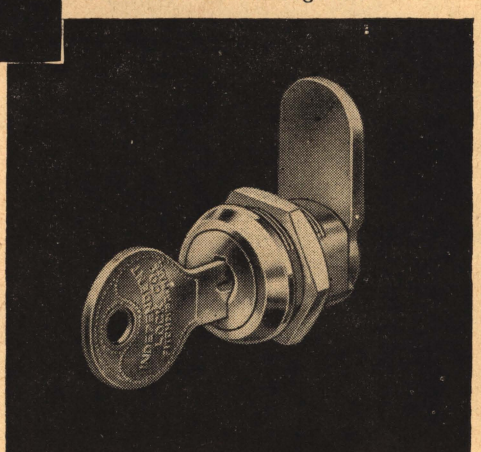
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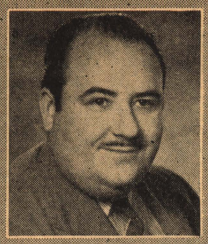
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Trade Talk

by

PAUL W. BLACKFORD

When new phonographs, consoles, marble tables and the like start arriving in volume what is going to happen to the trade-in market? Will jobbers and distributors outbid each other in allowances on trade-in equipment and eventually end up behind the 8-ball, or what?

This is a big question in the minds of the thinking men in our Industry today. They can see some dire results ahead if the thing is permitted to run its own course, and a resultant competitive condition that will erase the profit possibilities on the sale of any new equipment.

The other day we paid mind with an attentive ear to a program projected by Aubrey Stemler, who has a bit of experience in this business through important connections with Buckley, Wurlitzer and others. Aubrey suggested a Central Disposal Area in charge of competent personnel to serve a particular area of jobbers and distributors. Working with the Disposal Area the jobbers and distributors would agree upon a trade-in value for various types of equipment and adhere to these figures in making deals with operators. This would result in a uniform schedule of trade-in values among those participating in the Disposal Area.

Upon approaching a distributor with a piece of equipment to trade in the operator would be referred to the Disposal office, where he would be issued a slip which he could turn in at any distributor's establishment as cash for the equipment he had just deposited with the central depot. Secret discounts, other rebates and extracurricular folderol would be eliminated by a series of penalties that would make such activity highly unprofitable in the area in which the distributor was operating. Frequent meetings of contributing and participating member-distributors and jobbers would set trade-in allowance values and permit the Disposal Area management to rule supreme on variations necessary because of exceptionally fine, or very poor, condition of the particular unit being turned in.

What happens to the equipment turned in at the Disposal Area? The spot would be set up with competent shop men to repair and recondition the equipment so that it will be attractive and promote play in a new market. And the new market, for the most part, would be outside the continental boundaries of the United States, for the Disposal Area would embrace a sales organization capably staffed and with the proper connections to supply this equipment to the thousands of locations ready in the islands of the Pacific, Asia, South America, etc.; and on the East Coast to all of continental Europe, Africa, and countless other small countries on the fringe.

The idea IS workable if there is a concentration of activity on the part of the contributing and participating jobbers and distributors. The outlets in any particular area must be 100 per cent behind the program to make it effective.

It is rumored that one of the largest manufacturers has established a "Blue Book" of values for its various distributors to use for trade-in purposes. This sounds good at the beginning but, basically, it is all wrong for the trade-in value of any piece of equipment must depend upon the law of supply and demand. And this supply and demand varies in various parts of the country at all times. The fallacy of such a program, if instigated, will soon prove its ineffectiveness by loss of business to competitive distributors not harnessed by a cut-and-dried blue book.

The Central Disposal Area functions only for the limited territory served. Trade-in values are adjusted as the supply and demand changes. It is to the advantage of the operator, too, for it gives him a definite value on his equipment and, regardless of the distributor patronized, he cannot get



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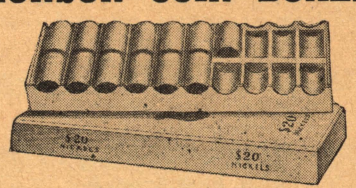
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a better allowance for his old equipment. In other words, he is not contributing to the eventual bankruptcy of the very distributor who has supplied him, and he is assuring himself of an adequate flow of parts and supplies, exemplary service, and the many other services that only can be supplied by a distributor who operates on a decent profit basis.

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Hit at Chiselers

LOS ANGELES—Due to the prevalent wave of chiselers, drillers and reamers operating in Los Angeles County, the Associated Operators of L. A. County has issued some suggestions that will prove beneficial to operators encountering the same troubles elsewhere. Here are AOLAC's highlights on the law governing the apprehension of persons working or robbing the games and also suggestions as to how to eliminate these unscrupulous practices by taking proper precautions:

FIRST STEP: Shield games on the inside with thick glass or heavy sheets of metal that cannot be drilled.

SECOND STEP: The doors on certain games can be manipulated in such a manner that the locks can be opened. As an added precaution, double locks should be used on these types of games.

THIRD STEP: Acquaint your proprietors with the importance of securing motor vehicle license numbers whenever they are suspicious of certain individuals working or robbing the games. You, in turn, phone these license numbers into your association.

Under Section 640a of the Penal Code, any person who, willfully and knowingly shall obtain the use or service of any musical instrument, phonograph *OR OTHER*

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PROPERTY without depositing a lawful coin of the United States into such machine, shall be guilty of a misdemeanor. Machines of the Pinball type come under the term "*OTHER PROPERTY*" as used in this section.

Any persons who use instruments such as tools, drills, shims or other such paraphernalia with which they use and operate pinball games and other machines, can and may be arrested and prosecuted under the above mentioned section. We would caution you, however, not to act prematurely, that is, BE SURE THAT THE GAMES HAVE BEEN WORKED OR ROBBED by the individual whom you suspect . . . an assumption is not good enough.

Huppert Back at Baker

CHICAGO—Back at his job as sales-manager at Baker Novelty Co. is Carl Huppert, recently honorably discharged from the service as Master Sergeant.

Huppert served 39 months in the army air forces and was overseas for 18 months. With the famed Eighth Air Force, he saw action in Europe, Africa and the Middle Eastern theater of war, winning a silver and two bronze stars, the Distinguished Unit citation and 3 overseas bars. He was in on the Normandy campaign, Northern and Southern France, Ardennes, the Rhineland and Central Europe operations.

"It wasn't a picnic at any time," said Carl, "but the frequent letters from my old friends in this business at home made the job seem a bit lighter."

Ilco Lock and Bomb

FITCHBURG, Mass.—The Independent Lock Co. has just been advised by the U. S. Engineers' Office, Oak Ridge, Tenn., of the part the Ilco lock played in guarding the country's most important war secret—the atomic bomb.

Large numbers of Ilco padlocks and cabinet locks have constantly guarded, from prying eyes, the secret that has done so much in bringing the war to an early end.

* * *

Members of the younger generation are alike in many disrespects.

A politician spent considerable time explaining the history of the American Flag to an audience. In conclusion he decided to see how much of the information he had imparted had stuck in the minds of his listeners, so he asked: "Who can tell me what is always flying over the city hall?"

Man in front row: "I can . . . pigeons."

If You Want to Buy Arcade Equipment

— SEE —

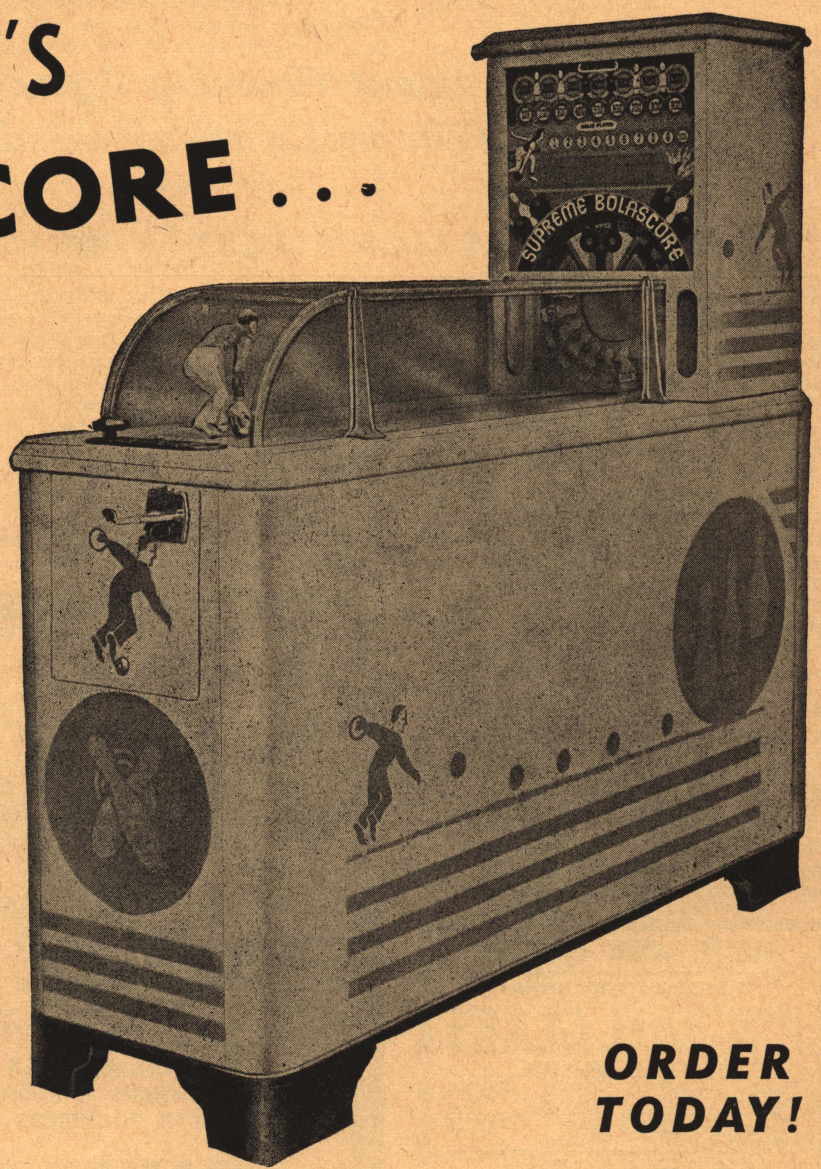
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Texas Organization Coming

DALLAS—Harold A. Gallarneau, Amarillo, has been appointed chairman of a committee to take the necessary steps to effect the organization of Texas operators. Idea sprung from a meeting in Big-D when Clint Darling made such a recommendation.

Gallarneau, vending operator and a top booster for NAMA and its program of advancing the welfare of automatic vending, will head the committee to investigate the feasibility and desire of the Texas operators, and if it seems advisable and desirable by sufficient numbers of the operators, to organize a State Association. Serving with Gallarneau are H. C. Rheder of the Canteen, Dallas; and Gibbs MacDaniel, of City-Wide Cigarette Co., San Antonio.

* * *

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The CHICAGO SCENE

REPORTED BY JACK KELNER

The number of coin men who are visiting Chicago is reminiscent of convention days before Pearl Harbor. They are here from all sections of the country, and Chicago is welcoming them like long lost brothers. Where these visitors sleep is a mystery to me, because the hotels are jammed before they get here. My only conclusion is that brother coin men are taking the visitors into their homes as well as their hearts.

The Celtic Bar at the Sherman was a beehive of activity, and into every nook and cranny of this popular eatery and drinkery you could spy a group of coin men. Over in one corner holding sway over one and all was the same old Jimmy Johnson who used to walk around the Convention Banquet Hall with a five-gallon water jug filled with bourbon to which a hose was attached, and to which he would invite you to siphon as much as you could hold in one swallow. Jimmy is now located in San Antonio, Texas, and is the owner of a big amusement park called "Playland," one of the most successful parks of its kind in the country. He was recently appointed distributor for Bally Mfg. Co. for the State of Texas.

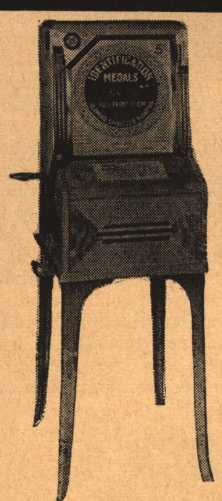
In another corner of the Celtic Bar we noticed Woolf Solomon of Columbus, Ohio, well-known distributor. Sam Stern of Scott-Crosse in Philadelphia was also there looking very good, and in fine fettle. Lou London of the Pennsylvania Londons was conversing eagerly with Gilbert Kift of Chicago. At another table sat Jack Nelson of Superior Products and some of his high-powered salesmen who have been making an enviable record for themselves. Not long ago Jack Nelson's son came home on a furlough from Quantico, Virginia, with a brand new commission as First Lieutenant in the Marines. He arrived in time to help his parents celebrate V-J Day, and what a celebration *this* family had. Young Nelson has already left to return to duty in a camp somewhere in California.

Angelo Delaporte, well-known coin man, was also seen among the boys at the bar in the Celtic Room, as was Cliff Baillie of Rex Amusement Co., Syracuse, New York. Harold Baker of Chicago's manufacturing company by the same name was seen entertaining friends. In another corner sat K. F. Wilkinson of San Antonio, Texas, Bill Cooper of Dallas, and I. R. Webb of Webb Dist. Co., Chicago.

Danny Wertz of Wertz Dist. Co. has been appointed Rock-Ola distributor for Richmond, Virginia, and vicinity.

Bob Passmore of Elmira, New York, was in Chicago for a brief visit. J. P. Kramer, Gary, Indiana, large operator of music, was making plans for new equipment as soon as it is available. Paul Joseph, one of the larger salesboard and coin operators, was here looking things over and making plans for the future operations.

TURN PAGE



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The very handsome Larry Cooper, district manager for Wurlitzer in this area, and Al Goldberg of Chicago Simplex were seen at a very prominent table at swank Chez Paree the other night with several friends. That same night, at a huge table right up front where you'd expect him to be, was that same man again, Jimmy Johnson, in a party that included Don Anderson and Carl Morris with their wives and friends.

The Watlings, Johnny and his pretty wife, Florence, will celebrate their second wedding anniversary in October. Watling Mfg. Co. is in high gear getting set to produce a great deal of equipment as soon as critical materials are available.

J. Frank Meyer, Exhibit Supply Co., is winding up a nice summer at beautiful Lake Geneva, and will probably spend a little time in Chicago before proceeding to California for the winter.

Ted Bush of Minnesota spent a few days in this Coin Capital visiting with friends. I hear from no less an authoritative source than the boss himself (Jack Nelson) that Jack Arnold will resume selling Superior salesboards in his old territory. Arnold has just returned from two years of service in Uncle Sam's submarines.

Harry Rosen of Atlantic City is in town, too. So are Bert Lane and Myer Parkoff. All are members of the famous Atlantic Dist. Co. of New York. And I can assure you, these boys are not letting any grass grow under their feet. They are as busy getting around as the proverbial beavers. The Seeburg distributor, Max Lesnick of Baltimore, is also here, and is stopping in to visit with old friends and fellow distributors. He was seen in the good company of Morry Ginsburg, the older half of Atlas Novelty Co.

Lee Rubinow of Miami came to Chicago, too. He is up here, no doubt, to taste of the brilliant sunshine of Chicago and to inhale of the cool crisp breezes coming off of Lake Michigan . . . or perhaps to show the boys here the proper way to bend the elbow at the best bar. This couldn't possibly be the reason for Sam London being here, because he gets practically the same kind of breezes off Lake Michigan in his home town of Milwaukee . . . but here he was, talking shop as hard as possible.

Irving Bromberg of Los Angeles was here on a very important mission. I am told that he has a marvelous new idea for a machine, and that one of the big manufacturers is going to buy it for production. I will be at liberty to tell you more about this later.

Al Stern, who recently opened his own distributing office, known as World Wide Distributors, unfortunately had a robbery. Al was formerly with Roy Bazelon, Monarch Coin, of this city. The new store was ransacked. Hope the police catch up with the perpetrators.

Talk has been going the rounds that C. M. I. may change its mind about having that convention and show in March. Of course, I mean since the meeting of September sixth. There are further rumors that a get-together like the meetings held two years ago at the Morrison Hotel would be held here in the spring. I doubt very much whether a wildcat convention could be held because of the hotel situation here. The Convention Bureau of Chicago tells me they are swamped with requests for accommodations, and any group would find it impossible to hold an affair other than those national shows held annually prior to the war, and which are now already booked solid until July of '46. The dates that C. M. I. elicited from the Sherman Hotel were a very special concession because of the excellent record the Coin men made for themselves with this hotel in the tough years of '33 and '34 and '35, etc.

BUT . . . what are we going to do with all the boys who want to come to Chicago, come hell or high water? The influx has already begun, as witness the many people who are in town right now; and the rate is increasing as each week goes by. My guess is that the coin machine manufacturers will recognize this need for an official get-together and will hold SOME kind of show, whether new models are available or not. Well, we will keep you informed with hot news right off the griddle as soon as it happens.

Jack Kelner

* * *

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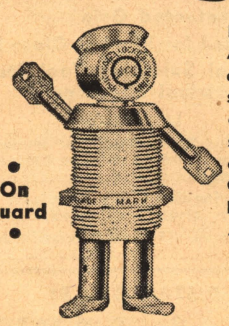


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800	5c	J.P. 7-11, Thick	Avr. 19.75	1.79
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Washington Operators Experience Value of Sound Association

By Louis Karnofsky

Is an association really necessary?

If that query had been put to Washington State operators ten years ago, the answers would have ranged from complete lack of interest to spasmodic bursts of enthusiasm. Ask that question today and the answer will run like this: "Listen, bub, if there hadn't been an association about 99 per cent of the boys would be out of business today—and those still operating could make more dough driving a truck."

Why this sudden change-about?

The convincer was socked home at the last session of the state legislature. A bill was introduced covering pin games and diggers with the following major provisions. (1) An annual state license fee of $1,000; (2) An annual $50 license fee for each operator employee; (3) 60 per cent tax on gross receipts; (4) All cash box collections to be made by the Washington State Tax Commission.

Had this bill been unveiled before the august body of lawmakers in 1935, reaction would have been one of hysteria and panic. Like the workers of the Biblical Tower of Babel, operators would have hurriedly met, each recommending a different course of action. A body of them would have called on a certain jobber and wailed, "Oh, what to do? What to do?"

Legal help would be recruited and a frenzied march to the capitol begun. Oft-times it was a Garrison finish with the precipitously clinging coin machine industry just pulling out by the skin of their chutes. Other times bills were toned down and passed.

Ten years ago the above measure would have hari-karied the state's coin interests. Even a compromise would have proved disastrous.

The total difference between 1935 and 1945 can be summed up in one word: organization. The Washington State Amusement Association blankets the state while the Puget Sound Amusement Association covers Seattle. When the legislators move to Olympia for session, Washington State Amusement moves its watchdog to Olympia, too. As a result, many an unfavorable potential law is still-born.

During the war years peace reigned over the location front. Because of equipment shortages, gas and tire restrictions, and lack of personnel, "spot bumping" was out. The commission-cutters were relegated to the limbo of the forgotten past.

Soon the picture may change and the associations are to the forefront in maintaining that a definite commission policy be adhered to and that service be the only basis for competition. Says Puget Sound's President Roy Erickson: "Some of the boys who weren't on speaking terms years ago are now good friends; working together for a common cause has cut personality squabbles. Of course we aren't kidding ourselves into thinking the Utopian situation of the past four years will continue without exception. Certain small operators just getting a foothold will try

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1H6G	1.04	6B4G	1.56	6SC7	1.04	35Z3	1.04
1LB4	1.88	6C5/GT	.80	6SJ7	.88	35Z5/GT	.68
1LH4	1.88	6C6	.80	6SK7	.80	38	.88
1LN4	1.88	6D6	.80	6SK7/GT	.88	41	.68
1N5/GT	1.04	6F5	.88	6SQ7/GT	.88	42	.68
1S4	1.28	6F6G	.72	6U5/6G5	1.04	43	.88
1S5	1.28	6F8G	1.04	6V6/GT	.88	45	.64
1T4	1.28	6H6	.88	6X5	1.28	57	.72
2A3	1.56	6H6/GT	.88	6X5/GT	.80	58	.72
2A4G	1.88	6J5/GT	.72	7C5	1.04	75	.68
3Q5/GT	1.28	6K7G	.88	12C8	1.56	76	.72
5U4G	.80	6L6	1.56	12J5/GT	.80	79	1.28
5V4G	1.28	6L6G	1.56	12K7/GT	.80	80	.56
5W4	.88	6L6GA	1.56	12SJ7	.88	117N7/GT	1.88
5Y3/GT	.56	6L7	1.28	12SK7/GT	.88	2051	1.84

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to expand by hitting low. We're prepared to make them see the light and iron out their differences."

At this writing, approximately sixty per cent of the state's coinmen are members. A drive is being inaugurated to convince the minority that their interest lies with the majority. Dues are assessed on a per-machine basis. Any member operating a city route is automatically a member in good standing of both organizations.

Last year, without utilization of any publicity, fifteen coinmen voluntarily came into the state fold. Verily, the era of self-education has begun.

Before donning the pinks and eagle, Col. Emmett Lenihan legal-minded both groups. With Lenihan in Italy, the work is being carried on by associate Joe Ivers. Following is a list of the men who guide the clubs' destinies:

Washington State Amusement Association

President—William H. Smith, Chehalis.

Vice-President—Ben Cichy, Seattle.

Secretary-Treasurer — Hobert Hedrick, Shelton.

Board of Trustees—Joe K. Hart, Everett; O. A. Brower, Aberdeen; H. J. Jones, Vancouver; S. C. Bassett, Pullman; George Austin, Pasco; Jack Watson, Seattle-Tacoma.

Puget Sound Amusement Association

President—Roy Erickson.

Vice-President—Charles H. White.

Secretary-Treasurer—A. J. Sandtner.

Board of Trustees—Jack Watson, George Heberling, Art Andrell, L. D. Bodenhamer, Stan Fehrenbacher.

* * *

The colored preacher was soliciting money.

Parishioner: "But Parson, I thought you said salvation was free as water."

Parson: "Salvation is free as water, brother. But when we pipes it to you, you has to pay for the piping."

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC. REQUIRED BY THE ACTS OF CONGRESS OF AUGUST 24, 1912, AND MARCH 3, 1933

of THE COIN MACHINE REVIEW, published monthly at Los Angeles, California, for October 1, 1945.

STATE OF CALIFORNIA,
COUNTY OF LOS ANGELES—SS.

Before me, a notary public in and for the State and county aforesaid, personally appeared Paul W. Blackford, who, having been duly sworn according to law, deposes and says that he is the editor and publisher of the COIN MACHINE REVIEW and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, as amended by the Act of March 3, 1933, embodied in section 537, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher—Paul W. Blackford, 1115 Venice Blvd., Los Angeles 15, Calif. Editor—Paul W. Blackford, 1115 Venice Blvd., Los Angeles 15, Calif.

2. That the owner is: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding one per cent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a firm, company, or other unincorporated concern, its name and address, as well as those of each individual member, must be given.)

Paul W. Blackford, 1115 Venice Blvd., Los Angeles 15, Calif.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.)

None.

4. That the two paragraphs next above giving the names of the owners, stockholders, and security holders, if any, contain not only a list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities then as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed through the mails or otherwise, to paid subscribers during the twelve months preceding the date shown above is .....

(This information is required from daily publications only.)

PAUL W. BLACKFORD,
(Signature of editor, publisher, business manager, or owner.)

Sworn to and subscribed before me this 24th day of September, 1945.

(SEAL) C. R. ROSE, Notary Public.

(My commission expires February 17, 1948.)

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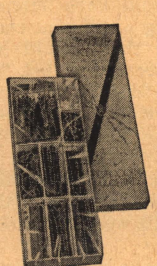
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What's Going on in the UNITED STATES

Boston

The price on pin ball machines is holding up, but arcade equipment has fallen off in price because summer trade is over. Music machines are maintaining their own in price. As far as new machines are concerned, Henry Facktoroff of Associated Amusements, says that although operators may see a few pieces by Jan. 1, they will not be able to buy in any quantity until January of next year. All the plants are re-converting as rapidly as possible.

Shortage of wood is being felt by all manufacturers, for without cabinets, machines can't be built.

Ed Ravreby, sole owner of Associated Amusements, Inc., says that since the close of the war "we have covered all the New England States and are looking forward to doing an even better job as soon as the post war machines get into production." He predicts that there ought to be plenty of business for everybody.

Ravreby was formerly with the Owl Mint Machine Co., for 22 years, but has an establishment of his own now and wants to thank the many customers for coming to the new place. His company are distributing representatives for every leading manufacturer of coin operated machines. They build "four for a quarter" photo machines and voice recording machines.

They also have arcades in Springfield and Fall River, Mass., and in Times Square, New York. The company features Mills Music, Panorams and Slots. Establishment is well stocked with all kinds of used machines. THE COIN MACHINE REVIEW correspondent noted that there is a new Genco machine on display in the showroom of Associated Amusements. There are 14 employees, so that the company does general repair work on machines as well as selling them.

Henry Facktoroff, who was with Owl Mint Machine Co. for 20 years, is now associated with Ed Ravreby in Associated Amusements, Inc.

C. Frederic Wellington

Baltimore

Jack Sukonick, former sales manager for Giant Sales and Vending Co., who served during the war in the United States Army, has been discharged and has returned to Baltimore. After a brief vacation, spent in the country, Sukonick will resume his former position with Giant. Firm is a well-known factor in the vending field.

Irving Levy, Giant's president, said that during the month there have been substantial shipments of Mars, Inc., confections, and also a good-sized shipment of Hershey products. In addition they have received cigarettes. As a result business in candy and cigarette vending is moving upward.

Bill Knight has taken over the operation of the former Maryland Cigarette Service. Knight has managed to get around 100 locations. Mark Scanlan formerly operated the Maryland Cigarette Service and is understood to have retired from the cigarette vending machine business.

Louis Bogash, one of the largest and most prominent cigarette vending machine operators in this territory, reports that since cigarettes have become more plentiful, his firm, The Baltimore Cigarette Service, Inc., is operating more units than during the closing days before Pearl Harbor.

Bogash has announced the appointment of Mark Mulgrum as general sales manager and Jack Frank as sales manager. Both men are well known to the cigarette vending trade.

John Ignace

Kansas City

Aireon Manufacturing Corp., which recently announced its entry into the coin machine field, promising the finest phonographic machines yet made, has made a spectacular bid for public attention by sponsoring a 52-week Tuesday evening broadcast of the Kansas City Philharmonic Orchestra, directed by noted Efrem Kurtz. Announcement of the sponsorship was made recently by Randolph C. Walker, president of the corporation. The broadcasts will be made over KMBC at 7:30 p. m., CST, each Tuesday evening, starting October 25th, and will be of thirty minutes' duration.

The series will be known as the Aireon Philharmonic Hour of the Air, and guests will be invited to each broadcast by corporation officials. However, owing to the small audience capacity of the Musicians Association Hall, from which the broadcasts will be made, the number of guests will be limited to fifty-five.

Edward Koch, owner, Automatic Sales System, is temporarily having a difficult time getting shipments of gum and sugar, but is hoping for better luck on the sugar

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UNDERSEA RAIDER
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Mills 4 Bell L. H.	575.00	Keeney 4 Way 5 & 25	695.00	Baker Pacer D.D.J.P.	265.00
Super Bell 5c	295.00	Ev. '41 Domino J.P. 5c	295.00	Bally Club Bell	275.00
Keeney Twin 5 & 5	395.00	Ev. '41 Domino J.P. 25c	525.00	Jumbo Parade Late	135.00

RECONDITIONED 1-BALL MULTIPLE PAYOUT TABLES

Fairmount	$495.00	Jockey Club	$375.00	Kentucky	$275.00
Turf King	375.00	Sport King	275.00	Long Shot	275.00

On Hand for Immediate Shipment: Yankee Doodles and All United and Bell Revamps
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at least, now that the United States has captured all those tons of sugar the Japs had cached. He plans to get more peanut machines and to hold his present locations as well in his expansion program.

The Mo-Kan Amusement Co. reopened October 1st after being closed for several weeks for remodeling. The store has been completely redecorated, with new booths for record auditioning added, a new floor laid, and a new steam heating plant installed. Better display of records has been achieved by a new lighting system, and business has already increased 15 per cent. The retail business of this company will be conducted under the name of "The Music Mart," and local newspaper advertising schedules have been stepped up. Miss Jeanne Bradley is the new assistant to Mrs. Oma Miller, manager. Nick Fasci is owner.

The Automatic Music Co. has effected an extensive remodeling program, which includes a rebuilt office, new display room, and new work shop. The windows have been remodeled in order to merchandise all types of coin-operated machines.

Bert Smith, associated with Ace Music Co., for which he operated a vending machine route last year, has purchased the local franchise for Betty Teletone from Automatic Music Co., and has already placed a dozen of the automatic hostess machines, with more being installed rapidly. Two Teletone girls and two service men are now employed.

Dev Thatcher

St. Louis

According to government reports, there are now 609,900 persons employed in the Greater St. Louis area. Re-employment has been somewhat retarded here by a shortage of materials, labor controversies and difficulty in shifting workers from one activity or location to another. However, most lines of business, including the coin machine industry, are moving along satisfactorily.

The fourth annual Greater St. Louis War Chest campaign for $5,265,000 is in full swing at this writing. Local coin machine men are contributing generously with their time and money to help make this drive a success.

Among the well known and popular members of the trade is James Carmody, manager of American Cigarette Vending Machine Co. His friends will be glad to learn that Jim, who was on the sick list, is now on the road to recovery and hopes to be back on the job in two weeks. He became ill in July and spent some time at a local hospital, after which he has been resting and recuperating at his home.

"No exciting news—we are just going along," was the report I received at Olive Novelty Co.

J. S. Morris (J. S. Morris and Sons Novelty Co.) recently visited the Chicago market and met several friends in and outside the trade. His son, Sidney, is on a two weeks' furlough from Camp Shelby, Miss.

Because the issue appeared likely to become, as he said, "a political hot potato," Alderman Jake Sellers, 16th Ward, has abandoned, for the present, his plans to have the local board of aldermen investigate the feasibility of installing coin-operated parking meters in the downtown area. Sellers, who had planned to introduce a resolution calling for such an investigation, said he had not been aware of the heated controversy which resulted before the war when the board named a committee to look into such meter installation.

Automatic Canteen Co. says: "We are in the same boat with everyone else—no sugar means no candy—and we are glad we are in business. All candy and gum manufacturers have been fair to us and, considering the sugar shortage, we have been able to take care of our customers. We have been using Wrigley's Orbit gum, almost exclusively."

It seems amusing how local downtown newspaper venders commented on the report that a coin-operated, newly invented "robot newsboy" was being introduced in New York. The robot, it is said, "rejects slugs and gives change for a nickel." The St. Louis venders scoffed at the possibility of the robot taking their corners. One newsboy said, "The machine might work but it is hustling that sells the papers. People just go on by, thinking of something else, unless we call the papers out. I sell twenty times as many here, hollering, as I do in the box across the street, where the papers are just lying there."

Joseph A. McGuire

Dallas

Business for local coin machine operators is off slightly from the high peak of the past several months. Dallas operators report business fair with brighter prospects for the fall and winter season. Despite the recent drop in volume for operators, Dallas jobbers and distributors are enjoying a good business. Every piece of available coin machine equipment finds a ready buyer as soon as it reaches the local market. All distributors of the city are doing an excellent volume on used and rebuilt equipment.

Of much interest to coin machine operators of Texas is the recent announcement by the American Automobile Assn. that the Lone Star State was selected as the favorite vacation land by 43 per cent of prospective vacationists polled by the national AAA.

650 AAA clubs participated in the poll which revealed that 84 per cent of tomorrow's vacationists prefer the automobile in preference to airplane, steamship, rail-

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GOLD CHROME AND EMERALD CHROME ASSEMBLIES
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CONSOLES

Ev. Jungle Camp	$ 89.50
Ev. Galloping Dom., JP	175.00
Ev. Lucky Lucre	109.50
Baker Pacer, D.D.	199.50
Mills Late Jumbo, PO	109.50
Mills Late Jumbo, FP	99.50
Buckley Track Odds, 12,000 Serial	395.00

PIN BALLS

Bally Pimlico, FP	$299.50
Gott. Track Record, FP	139.50
Mills Spinning Reel, PO	115.00
Genco Zig Zag	69.50
Bally Sport Event	149.50
Mills 1-2-3, PO	49.50

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MAIN GEARS FOR MILLS CLOCKS, COMPLETE WITH ATTACHMENTS, $2.75
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ADDITIONAL SLOT PARTS
Etched Award Plates for Mills Chrome 2/5 or 3/5.....Ea. $4.00
Main Springs.....25c Clock Springs.....25c Handle Springs.....25c
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road and bus travel.

These significant trends indicate that Texas is due to become one of the favorite vacation lands of the nation. The influx of this horde of travelers will mean many extra nickles and dimes spent for amusement via the automatic phono, marble table and other amusement games. Texas operators will do well to take these traveling amusement seekers into consideration in planning the expansion of their future operations.

Russell Burns, head of Western Distributing Co. is back at his Dallas office after several weeks in New Orleans and other racing centers. Russell owns a string of race horses which keep him occupied when he is not selling and operating coin machines.

George Wrenn, one of Texas' best known coin machine men and a former Dallasite is back home. George is the new sales manager for Walbox Sales Co. and has recently moved his family to Big D — Dallas to you.

Among the many out-of-town operators who have been recent visitors to the Dallas coin machine market, we list the following: H. H. Hightower, Ft. Worth; Ray Barnes, Palestine; W. O. McWhirter, Gainesville; W. J. Smith, San Angelo; Johnnie Bounds, Mexia; N. R. James, Houston; A. D. Harper, Stephenville; Joe Todd, Gainesville; J. H. Briscoe, Denton and C. F. (Trader) Conklin of Houston.

Charley Sage, operator of Tyler, Texas was shopping for coin machine equipment in Dallas last week. Charley is a brother of Abner Sage, the singing troubadour.

Johnnie Gross, formerly with the Magic Music Co., is the new head of the service department for Walbox Sales Co. The Walbox firm has just revamped their repair and service departments with enlarged quarters and the installation of the most modern repair equipment. W. J. Burt, the oldest coin machine paint man in Texas is now in charge of the Walbox paint department.

Jeff Newman, service man with Southwestern Dist. Co. is visiting with the home folks in Kansas. He will wind up his vacation with a trip through Oklahoma.

Collis Irby and George Wrenn, Walbox Sales Co. executives spent the first week of October visiting the coin machine marts of Chicago and other eastern cities. While in Chi. they took in the World Series baseball games.

Mrs. A. K. Buntin, wife of A. K. Buntin, operator of Tyler, Texas, was a recent patient in the Mayo Clinic at Rochester, Minnesota, for a major operation. Friends will be glad to know that she is recovering nicely.

Hugh Winn and Mrs. Charles Snyder of the Southwestern Dist. Co., returned recently from an extended trip through several southern states. Combining business with pleasure, they visited many of the coin machine centers in Mississippi, Alabama, Georgia and Louisiana. They report an enjoyable visit to the Old Absinthe House in New Orleans, as well as several side trips made to the coast cities for hunting and fishing.

The Blue Bonnet Music Co. have refurbished and redecorated their record shop.

Boyd Wylie, former owner of the Wylie Music Co. has quit the music business and is now engaged in cigarette vending exclusively.

Frank Wood

Mississippi

With the end of war, the coin machine business is returning to normalcy. Business was never better. Curfews have been lifted. Times have changed. Lots of things have taken place to make the coin machine business in Mississippi and Louisiana better than ever.

In addition to audiophones, other coin operated machines are now getting a splendid play, including cigarette machines, Coca-Cola venders, pin ball games, slot machines, where they are legal, and all other coin operated devices. Really, it's like the "befo de war days."

Then, too, the coming of the football season has been a big help to all operators. What with gridiron contests here, across

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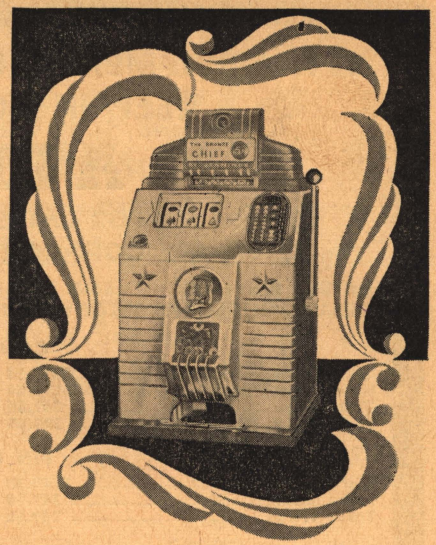
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LATEST PIN GAME REVAMP SENSATION—"LAURA".....$249.50
COLUMBIA, JACKPOT, CONVERTIBLE, 1c, 5c, 10c, 25c.....$107.50

CONSOLES

Jockey Club	$319.50	4-Way Super, 3/5-1/25	$679.50
Hi Hand	199.50	Silver Moon, F.P.	99.50
Club Bell	269.50	Silver Moon, P.O.	129.50
Super Bell	295.00	Jumbo, P.O., Late	139.50

PIN GAMES

Flat Top	$249.50	Yankee Doodle	$249.50
Idaho	249.50	Keep 'Em Flying	134.50
Trade Winds	249.50	Flying Tigers	129.50

PHONOGRAPHS

Seeburg HiTone, RCES	$749.50	Wurlitzer 616	$229.50
Rock-Ola Imperial 20	259.50	AMI Top Flite	225.00

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MILLS	JENNINGS	WATLINGS	PACE
BLUES	CHIEFS	BLUE SEAL	COMET
BROWNS	SILVER CHIEFS	TREASURY	COMET BLUE FRONT
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ASSOC. OFFICES [ATLAS AUTOMATIC MUSIC CO., 3939 Grand River Ave., DETROIT
ATLAS NOVELTY COMPANY, 2219 Fifth Ave., PITTSBURG

the river in Ferriday and down the river at Louisiana State University the football fans are playing the machines just as hard and as often as the gridders are playing the good old pigskin pastime.

Mrs. Ellis Keathley, of the Natchez Music Co., has returned from New Orleans, where she was confined to a hospital under treatment of specialists. She took over the business after the death of her husband in an automobile accident, but suffered a nervous breakdown and had to go to New Orleans for treatment. At latest reports she is well on the road to recovery. The business is being operated by her father and younger brother.

H. B. Nelson, Jr., son of Operator Ham B. Nelson, is attending college at Chunky, Miss.

Mr. and Mrs. Frank J. Eidt, operators of the Windmill Co., recently entertained Mrs. Eidt's brother, Parks Hudson, and Mrs. Hudson from Huntsville, Ala. Both Eidt and Hudson were recently given honorable discharges from the Army after serving overseas.

PFC Val Jensen, who has been serving in the armed forces for more than two years, expects to return home shortly from the AAFBU at Sheppard Field, Texas, where he is receiving his discharge from the service. Before going to Texas, he was stationed at Fort Benning, Ga., and at Keesler Field, Miss.

Perry's Night Club, which has been owned and operated by Sam and Vincent Tuminello, has been sold to the original owners, the R. E. "Bob" Lancaster interests, and will be operated under the ownership and management of Shelton Lancaster, son of R. E. Lancaster, recently returned from active duty with the Army air forces.

Lancaster saw much action in Europe and was a turret gunner in a Flying Fortress, with a large number of successful missions to his credit.

The Tuminello boys made extensive improvements in the place, making it one of the outstanding night clubs in North Louisiana.

Hal M. Case

Additional St. Louis

Barney Frericks of Universal Dist. Co. is now the factory distributor of the Original Jar-O'-Do and La-Ta-Do ticket deals and premium punchboard deals. He has a large display of samples.

The Missouri Machine Ass'n decided, at the last meeting, to have only a meeting once every three months instead of every month. Collections were reported as generally 25% down. Five new members were admitted to the Association, said Carl Trippe.

The members are getting together several thousand records, pin ball games and used phonographs for the battleship Missouri.

Eugene Cotter of West Frankfort, Illinois, a former phonograph operator, visited the Ideal Novelty Co. He expects to be released in the next month or so.

Gus Stiehl, former Penny Arcade mechanic of all Ideal Penny Arcades, has been stationed in Germany. He recently re-enlisted for one more year's service.

Ideal Novelty reports that business is picking up, especially on phonographs. New rebuilts are selling very well.

Smith Big Game Hunter

LOS ANGELES—On his first big game hunt Roy Smith of Desert Operating Co., Lancaster, wound up as the biggest news of the fall hunting season. Not only did Roy cop all honors for bagging his limit early but he accounted for a big black bear, a deer and an elk. Congratulations, Roy!

Smith was one of seven comprising the Jack Gutshall party which hunted on the Selway River in Northern Idaho. Others in the group included Jack Pfeffer and Carol Leinert, operators; Jerry Mayo, attorney; Jack Birch of Gorman's on the Ridge Route, and Peter Snyder, L. A. cafe owner. The seven brought back seven bull elk and seven deer and Pfeffer, God bless him, killed an Ass besides. But you'll have to ask Pfeffer about that—it's something he's trying to live down.

* * *

"Halt—Who goes there?"

"American."

"Advance and recite the second verse of the 'Star Spangled Banner'."

"I don't know it."

"Proceed, American."

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3 1/3c per foot

7-WIRE SHIELDED CABLE
for Ray Guns....25c per ft.

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Thoroughbred	$350.00	'41 Derby	$240.00
Club Trophy	225.00	Whirlaway	225.00
Blue Grass	150.00	Dark Horse	135.00

Record Time.....$135.00

WILL SELL GAME AND PHONOGRAPH ROUTE, OR PART INTEREST IN ROUTE.

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AUTOMATIC MUSIC



Simmons Says:

A column of pertinent comment by W. E. Simmons

● Right around the corner in the Coin Machine Industry is the "flying salesman." William Burden, Assistant Secretary of Commerce, has predicted that many post-war business firms will employ flying salesmen from the ranks of discharged army and navy pilots. The development of flying sales crews promises to be one of the largest specialized developments in post-war aviation.

It has been said "A word to the wise is sufficient." So, if you miss the boat when the new era in selling and merchandising dawns, it will be nobody's fault but your own. You've been tipped off in time, so look ahead to new ways of merchandising and new plans in selling. You can bet your bottom dollar that your competitors are doing some fancy planning these days.

● "Foot power" sounds a little remote after talking about flying sales forces, but operators who get new locations in 1946 will park their car and seek out the many new locations on foot instead of driving around town with 90 per cent of your vision on traffic, and 10 per cent on locations.

● A certain distributor who recently

(See SIMMONS SAYS, Page 32)

Aireon Expands

KANSAS CITY—Aireon Manufacturing Corp. has completed negotiations to centralize its production activities in one huge area here and has acquired additional space, which now gives it 500,000 square feet of space under roof, and 400,000 square feet of pavement. Four switch tracks serve the property and one more is to be built. Tracks will have a 40-freight car capacity. According to President R. C. Walker, employment will total 2,000 persons by January 1st.

In the 3 years and 7 months of war, Aireon has just revealed statistics on the amount and nature of the war production work in its various divisions. Excluding the miscellaneous assembly jobs, the Kansas City, Slater, Mo., and Burbank, Calif., divisions proudly point to the following production record: 1,250,000 quartz radio crystal units; 1,200 propeller governor test units sent all over the world for army and navy test use; 75,000 radio units, including transmitters, ground station, radar, and countermeasure equipments; 250,000 mast, whip and reel antennae for planes and tanks; and 750,000 complete hydraulic assemblies installed for military aircraft. In dollars and cents, this production amounted to approximately $102,000,000.00 worth of business up to V-J Day.

Wholly owned subsidiaries of Aireon include its Industrial Electronic Research Laboratory, Greenwich, Conn.; Cinaudagraph Speakers, Inc., and Oxford-Tartak Co., Chicago, and Midco Tool and Supply Co., Oklahoma City.

Principal products in peacetime manufacture will be automatic phonographs using basic radio principles and new ideas, railroad radio communication equipment and radio transmitters and receivers for all types of fixed and mobile equipment.

Wurlitzer Releases War Secret

NORTH TONAWANDA, N. Y.—With the lifting of the Army-Navy veil of secrecy on "a secret weapon second only to the atomic bomb," the vital role played by the North Tonawanda Division of The Rudolph Wurlitzer Co. has been revealed. The weapon is a radio-operated fuse, for which the power-generating unit designed by Wurlitzer engineers was selected by U. S. military technicians as standard for all production of this type of equipment for use in bombs and rockets.

Adoption of the Wurlitzer-created power unit was based upon its dependability in operation, suitability for quantity production, and less expensive manufacture. Refinements and improvements in the original basic design of the fuse were effected by Wurlitzer electronics and radar engineers and contributed substantially to the tremendous volume of production achieved by several manufacturers. Wurlitzer itself held one of the largest contracts in existence at the time government orders were terminated.

Although initial versions of the radio-operated "VT fuse" proved effective for artillery use, certain improvements were found necessary for the fuses used in bombs and rockets. Extremely low temperature conditions imposed by high altitude operations required a power source that would be impervious to extreme cold. In meeting this need, Wurlitzer engineers collaborated in the development of a wind-driven generator which is unaffected by atmospheric conditions.

Also a part of the fuse is a five-tube "radio" tiny enough to fit easily into a teacup. Production of this device depended upon advanced technical skill and precision

TURN PAGE

CALIFORNIA MUSIC OPERATORS ASSOCIATION

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California Music Operators Association

Membership Is Successful

Operating Insurance

●

We are interested at all times in hearing from other Associations in the nation and exchanging worthwhile ideas and suggestions with them. Please write.

GEORGE A. MILLER, *President*
128 EAST 14TH STREET, OAKLAND 6, CALIFORNIA

which would assure unfailing operation. New scientific apparatus had to be developed, procured and tested—both for the component parts of the assembly used and for the thorough inspection of units before delivery to the armed forces.

A key weapon in combating Jap kamikase attacks, as well as knocking out V-bombs over London and turning back the dynamic Nazi offensive on the Western front last winter, the radio-controlled VT employs radar principles, causing the projectile to explode automatically within 70 feet of its target.

The Wurlitzer plant in North Tonawanda participated in the development and production program of the VT fuse for more than three years. Wurlitzer was one of the first concerns selected by the National Defense Research Committee, a division of the Office of Scientific Research and Development, to manufacture the weapon.

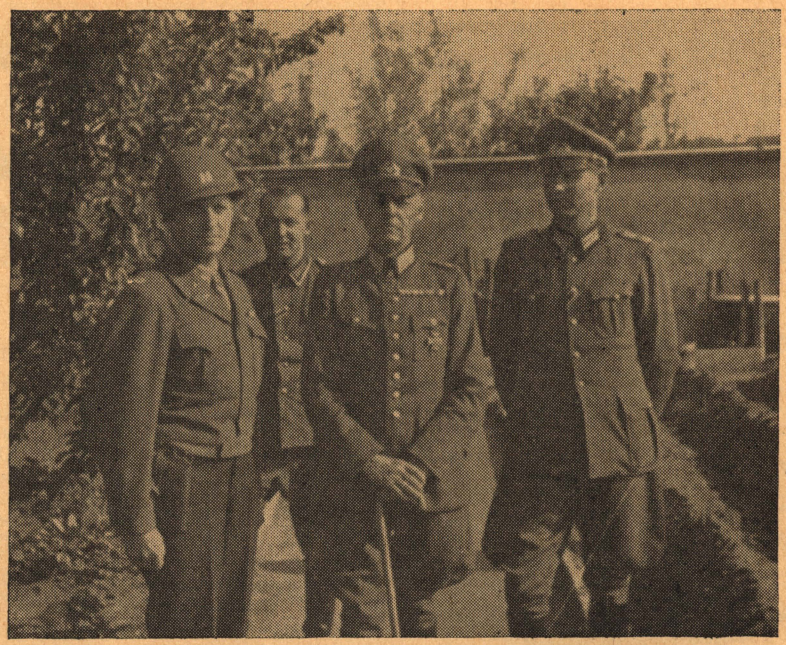
Approximately 400 VT's were produced daily in September, 1942, and early in 1945 40,000 a day were rolling off the assembly lines of American manufacturers. Concurrently, the unit cost of the weapon had dropped from $40,000 to $18,000—a saving to which the developments of Wurlitzer engineers made an appreciable contribution.

Ten members of the North Tonawanda firm's executive and engineering personnel were recently honored when certificates attesting to their part in the furtherance of the nation's war effort were presented by the Office of Scientific Research and Development. Instrumental in this recognition was the meritorious work done in the development of the VT fuse.

Although few Wurlitzer employees knew that they were engaged on one of the most vital projects of the war, they accounted for one of the outstanding production records of American industry. Many workers whose previous experience involved no more than the ability to sew or drive an automobile became expert assemblers and inspectors on one of the most critical scientific developments in the history of modern warfare.

* * *

Have you heard the one about the absent-minded husband who sent his wife to the bank and kissed his money goodbye?



Captain Fred Neumann, left; German General von Runstedt, his son and aide, and his Orderly, after V-E Day when Neumann questioned the Germans for General Patton.

Neumann Interviews German Big-Wigs for General Patton

SAN FRANCISCO—Former Rock-Ola Distributor for Northern California, Fred Neumann is counting the days until he can return to the bay area and become affiliated again with the Coin Machine Industry, for during the past few years Fred has been serving Uncle Sam in Military Intelligence.

A captain now, and with Military Intelligence since the beginning and most of the time the personal interpreter for General Patton, Neumann has had some mighty interesting experiences, not the least of which was the interviewing of the German generals surrendering the Nazi forces. "I have been, and am, enjoying my job," wrote Fred, "and in the picture I am not trying to sell either Runstedt, his son and aide or his orderly anything except giving me what they know . . . and they knew plenty!"

In writing to George Murdock, Rock-Ola representative in the West, Fred said: "Of course now that the actual fighting is over, living conditions are very excellent 'by command of the Old Man,' but George, I miss the old bunch, and I'd like to be back there pitching.

"I came through the campaign okeh; I have had some of the most amazing experiences of any officer in the campaigns; I've been asked to write my memoirs by high ranking officers and war correspondents, but I'll wait until I get out of the active army.

"As General Patton's interpreter, I talked and interrogated more German generals and civilian big shots than anyone in the Third (the Best) U. S. Army. Some day when we are sitting together, we'll have a real bull session."

Neumann was exiled from Germany when Hitler came into power and he and his family came to the United States, where Fred immediately took out citizenship papers and became an American citizen. Being a linguist and capable of speaking 7 different languages fluently, he became an important member of Military Intelligence upon the outbreak of the war.

"We'll be glad to have Fred back with us," said George Murdock. "He'll become part of our organization in some capacity and we know operators will welcome his return to our business."

Seeburg Appoints

CHICAGO—The Musical Sales Co., Baltimore, has been appointed by the J. P. Seeburg Corp. to handle the distribution of Seeburg phonographs and automatic equipment in Baltimore, Washington and Richmond, Va., and will open offices soon in the last two cities.

70L7GT REPLACEMENT ADAPTER
With Tube, for Seeburg WALL-O-MATICS
$2.75

FIBRE MAIN GEARS
for Seeburgs and Wurlitzers
(less steel hub)
$3.75
$36.00 per Dozen

VOLUME CONTROL KEYS
for Seeburgs and Wurlitzers
Package of 24.....$1.80
Package of 100..... 5.00

QUANTITY PRICES TO DISTRIBUTORS AND JOBBERS
Terms: 1/3 deposit, balance C.O.D., F.O.B. Los Angeles

Seeburg and Wurlitzer PICK-UPS REPAIRED $3.50

Seeburg-Wurlitzer-Mills-Rock-Ola MOTORS REPAIRED $7.50

FACTORY GUARANTEED AGAINST DEFECTIVE WORKMANSHIP AND MATERIAL

E. T. MAPE MUSIC COMPANY
1701 W. Pico Blvd. (MANUFACTURING DIVISION) Los Angeles 15, Calif.
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NERO WAS WACKY

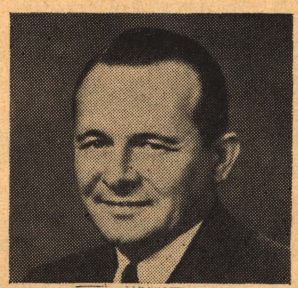




FRED MANN
Northern



R. R. "RUDY" GREENBAUM
Vice President

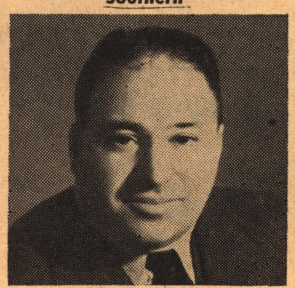


BILL SIMMONS
Western

COIN MACHINE REVIEW
31
FOR NOVEMBER 1945



RALPH RIGDON
Southern



BEN PALASTRANT
New England

Maybe Nero just liked music . . . and so do we, BUT WE DON'T FIDDLE! During the war we have been making remarkable discoveries in the field of electronics—discoveries that we are now turning into extra profits for the music operator. Under the expert leadership of "Rudy" Greenbaum, the Regional Managers pictured here are the heart of our radio-phonograph sales and service forces. The district men and their staffs, under the supervision of these capable men, will give operators the utmost in professional services. There's no "Come and get it" with Aireon . . . these experienced men will *bring it to you in the field.* Just another of our many operator services that are causing music men the country over to say . . .



J. "MAC" CHERRY
Mid-Eastern



FRANK Q. DOYLE
Southeastern

From Now On—

NEW YORK
KANSAS CITY
BURBANK
CHICAGO

Aireon
Manufacturing Corporation

OKLAHOMA CITY
MEXICO, D. F.
SAN FRANCISCO
GREENWICH, CONN.

SIMMONS SAYS

(Continued from Page 29)

opened a new store employed a janitor who was asked the second morning if he had mopped the floors. The janitor replied, "No." The owner said, "No, what?" "No mop," replied the janitor.

● Selling is scheduled to be one of the important post-war professions. Selling is perhaps the greatest business in the world. It takes tact, intelligence, self-control, courage, persistence, and good humor to be a salesman.

● Sooner or later, a man, if he is wise, discovers that life is a mixture of good days and bad, victory and defeat, give and take. He learns that it doesn't pay to be a sensitive soul; that he should let some things go over his head like water off a duck's back.

He learns that he who loses his temper usually loses out. He learns that all men have burnt toast for breakfast now and then, and that he shouldn't take the other fellow's grouch too seriously.

MAZDA QUALITY BULBS

Lamp No.	Base	Amps.	Box(10)	Per 100
40	Screw	0.15	55c	$4.95
44	Bay	0.25	55c	4.95
46	Screw	0.25	55c	4.95
47	Bay	0.15	55c	4.95
50	Screw	1 C.P.	65c	5.50
51	Bay	1 C.P.	50c	3.85
55	Bay	2 C.P.	50c	3.85

WRITE FOR PRICES ON OTHER SIZES

PAUL A. LAYMON
DISTRIBUTOR
1503 West Pico Los Angeles 15

He learns that carrying a chip on his shoulder is the easiest way to get into a fight. He learns that buck-passing always turns out to be a boomerang, and that it never pays. He learns that it doesn't matter who gets the credit so long as the business shows a profit.

He learns that even the janitor is human and that it does not do any harm to smile and say "Good Morning," even if it is raining. He learns that most of the other fellows are as ambitious as he is, that they have brains that are as good or better, and that hard work and not cleverness is the secret of success.

He learns that no man ever got to first base alone, and that it is only through co-operative effort that we move on to better things. He learns that folks are not any harder to get along with in one place than another, and that the "getting along" depends about ninety-eight per cent on his own behavior.

Sheehan Party Host

MILWAUKEE—Leonard Sheehan hit a new high in hospitality when Wisconsin-Simplex Distributing Co. celebrated its appointment as exclusive Wurlitzer distributors for the Wisconsin area with a housewarming held at the new quarters and attended by a large number of music operators, their families and employees.

Wurlitzer executives in attendance included Larry L. Cooper, District Manager; Gordon B. Sutton, Assistant General Sales Manager; M. G. Hammergren, General Sales Manager; Ed R. Wurgler, Assistant General Sales Manager, and M. A. Bartels, General Service Manager.

* * *

Bargain Sale: A commando raid with bloomers.

Wolf Back From Chi.

LOS ANGELES—Bill Wolf, head of California Amusement Co., returned to the Coast on October 12th after spending 17 days in Chicago going over details of his representation out here with officials of the Automatic Instrument Co.

After spending some time with DeWitt Eaton, Automatic Instrument Salesmanager, Wolf said he was very pleased with arrangements arrived at and "Automatic Instrument will not take second place to any phonograph on the market. In Chicago, and elsewhere, the grapevine is carrying the news that we will have a sensationally fine phonograph—and they're rumors no more . . . they're true! We will have one of the finest phonographs operators have ever been privileged to purchase."

Wolf expects to return to Chicago around the first of November, when it is expected the first models will be shown distributors. It is not likely that distributors will hold showings until after the first of the year and deliveries will be set at that time.

Arriving on the Coast Wolf spent a few days at the local office and then flew to San Francisco for a couple of days and returned here on the 19th.

In his conferences with "Doc" Eaton, Wolf said that Eaton was very much impressed with the market picture after his short visit out here last month. Eaton visited all of the trade centers and declared this to be the best phonograph sales territory in the nation, and certainly one of the finest operating territories in the country. In fact, we believe, the Coast made a sufficient enough impression on "Doc" that some day he'll call one of our Coast cities "home."

W.R. BURTT

THE COIN TUBE MAN

Critical Types Offered Consumer Market at OPA Retail List Prices.

Radio Tubes for all makes of Coin Operated Machines

Write for Twice Monthly Inventory Release Sheet.

W. R. BURTT
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Look AT THE FIGURES

You save money when you buy your films outright for

PANORAM OR SOLOVUE

13 NEW WHEELS WITH

100 BEAUTIFUL GIRLS!

Now ready at

$36 PER WHEEL

OF SIX 2 MINUTE SUBJECTS NOTCHED AND READY

All Good Music



All films approved by Los Angeles Censor Board

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5634 SANTA MONICA BOULEVARD
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Death Brings End to 50 Years of Colorful Operating

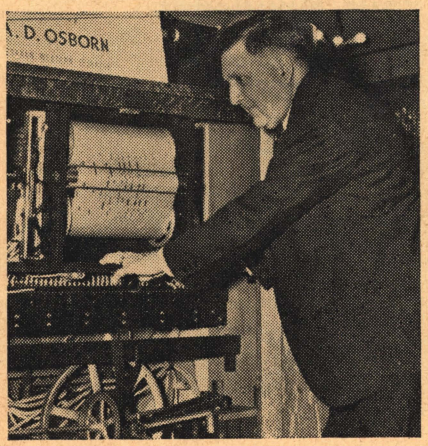
By PAUL W. BLACKFORD

Mid-afternoon on October 3rd, a kindly little old gentleman, who had legions of friends in the Coin Machine Industry, slipped out of this life and brought to a conclusion a career of more than fifty years in the operation of automatic music.

Arthur D. Osborn passed away at 87 after a lingering illness. Though the personal sorrow of his family and friends is great, for him there is no cause to grieve. His 87 years had been as rich, as useful, as eventful and as happy as is granted to man.

Easy to know, quick to befriend, dedicated not alone to "live and let live," but to "live and help live," Mr. Osborn would have liked best to be remembered as a friend of every operator who looked to him for helpful guidance and seasoned advice on music operating, and never found him wanting. To everyone in the industry he was "Mr." Osborn . . . never Arthur, A. D., or Art. He was loved and respected by all, a gentleman of the highest rank and qualified for the dignified preface of "Mr."

Mr. Osborn entered the music business in 1894 when he formed a partnership with Frank Phillips and together they purchased five of the first 10 graphophones. How vividly he used to tell of these early machines. I recall only a couple of years back he told me the story for the last time—how these first coin-operated music machines had 10 tubes which listeners could hold to their ears. An 11th tube was reserved for the operator so that he could hear if the machine was working. "The money just poured in on these machines," he related and his eyes shone with enthusiasm as he quickly summarized in his mind the tremendous transitions from those early days.



Mr. Osborn with one of the Old Timers that comprised his unique Museum Exhibit—a feature of the Coast Coin Machine Show at the Biltmore, Los Angeles, during November, 1940.

This initial operation was followed with a term of handling the old Peerless piano, a one-tune affair with a drawer which housed the music, but the lure of the tube music machine was too great and he resolved to stick to coin-operated music from then on. "I had a machine in a saloon in Temple, Texas," he told me, "and the ten-tube box made $7.20 in about two hours. This cinched the deal for me, and I've been in the music operating business ever since."

Through the years Mr. Osborn followed the fortunes of coin-operated music, dispensed via various devices such as listening boxes, automatic guitars and mandolins, metal disc and cylinder machines, automatic orchestral affairs, handcrank gadgets, Swiss music boxes, and finally the electrically operated units of the past few years.

"I was on hand before the turn of the century when Harry Lavery, up in Minneapolis, took over a machine that played only one record and made a machine that played three tunes. About 1900 a machine that would play six records made its appearance and we all thought we'd gone about as far as we could go, that is, all but me. . . . I knew there was no stopping there and there's no stopping now. In the golden years ahead this industry will see some startling things in automatic phonographs," he related.

Mr. Osborn's last coin-controlled operation consisted of a huge string of radios installed in motor courts in the city and county of Los Angeles. At the outbreak of the war most of these machines were

TURN PAGE

Music Operators

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$1.25 PER MONTH

STRIPS MAILED TO YOU EACH WEEK—ONE WEEK IN ADVANCE OF ALL RELEASES

STAR TITLE STRIPS are STANDARD SIZE and will fit All Phonos and Wall Boxes. They come ten (10) strips to a card, strips are neatly perforated for easy removal.

THE WEEKLY SERVICE INCLUDES . . . **STRIPS FOR ALL RECORDS RELEASED** . . . BY THESE LABELS:

VICTOR
20 - 0000 SERIES
45 - 0000 SERIES

BLUEBIRD
30 - 0000 SERIES
33 - 0000 SERIES
34 - 0000 SERIES

COLUMBIA
36000 SERIES

OKEH
6700 SERIES

DECCA
23000 SERIES
18000 SERIES
8000 SERIES
6000 SERIES
4000 SERIES
2000 SERIES

MAJESTIC
ALL RELEASES

CAPITOL
ALL RELEASES except Albums

MONTHLY SERVICE RATES

2 Cards— 20 strips—on each record release	$1.25	per month
4 Cards— 40 strips—on each record release	$2.50	per month
6 Cards— 60 strips—on each record release	$3.75	per month
8 Cards— 80 strips—on each record release	$5.00	per month
10 Cards—100 strips—on each record release	$6.25	per month
12 Cards—120 strips—on each record release	$7.50	per month

Plus Postage

LARGE OPERATORS—Write for low rates on LARGER QUANTITIES

DISTRIBUTORS: MANY FINE TERRITORIES STILL OPEN

Application for Weekly Title Strip Service

Star Title Strip Company
708 Arch Street, N. S.
Pittsburgh 12, Pa.

Gentlemen:

Please enter our name on your mailing list for the number of cards checked at the left. We are enclosing herewith our check in the sum of

.....payment for the first month.

Name.....

Address.....

City.....Zone.....State.....

PLEASE PRINT PLAINLY

taken in and the remaining years of his life were devoted to the pursuit of his hobby of collecting and studying automatic music devices and assembling a museum of these ancient machines.

One of his outstanding prize pieces was a Swiss music box which was a musical unit as well as a writing desk. Made of walnut and inlaid with maple and rosewood, this imposing unit resembled a piano in appearance and size. The music box part had nine gold-plated bells and was made by Samuel Troll Fils in Geneva, Switzerland. Four 22-inch cylinders contained two musical numbers. Machine was brought to Philadelphia in 1874 and the original price was about $3,000.00.

Mr. Osborn had many other Swiss music boxes, an automatic harp, a Regina piano with all automatic equipment, a Link piano made in New York about 1915 with a marimba and mandolin attachment, a Reginaphone with a metal disc, and many other interesting, novel and unusual machines. Inspecting, repairing, maintaining and talking with the trade about these old numbers was a great source of joy to him in his final years. He loved these old machines and each served to remind him of a colorful passage of over a half century of operating.

But now . . . he is gone. A representative number of the Industry he was a part of was on hand to pay him final homage when services were held in St. Paul's Church in Los Angeles on October 5th, and a huge floral piece standing at the head of his casket bespoke the affection the Industry held for him. The final remains rest today in Calvary Cemetery . . . but time will not dim the memories that live in the hearts of his legions of friends.

Service To Vets Pays Dividends

LOS ANGELES—"With countless numbers of soldiers, sailors and marines returning to civilian life and picking up the skeins of former activity, it's a pleasure to reflect just how grateful these men are for the little services we have been privileged to provide them." So spoke Fred Gaunt of the local office of General Music Co. in commenting on the number of men who are returning to the coin machine fold again after a stint in the service.

"At the outbreak of the war these young men were faced with tremendous problems. We at General Music knew just what they were thinking of and how best we could help them. When it seemed advisable we suggested they sell their routes and we handled the details for them. In cases where a wife or remaining relatives could properly manage and carry on, we helped as best we could with worthwhile advice, counsel and in supplying needed machines, parts and replacements. Looking back over the years I can recall to mind a couple of dozen operators we helped by aiding in keeping their routes going while they were away at war.

"Such activity pays handsome dividends. During the war years we received a great number of letters from boys overseas thanking us for the help we had, and were, providing. They wanted to know what was going on at home, what was new in the business. When possible we sent them a subscription to THE REVIEW and suggested they read it carefully, for any one issue would bring them right up to date on goings-on in the States.

"Now as the boys return they drop in to see us and say in person what their letters had previously conveyed. Whether they purchase or not makes no difference. We are happy to see them and give them our best advice and counsel because we realize our debt to them.

"We have already started some of the returning men in operating. We have advised them to be cautious in their first purchases, study the business, look over its great possibilities, and by all means subscribe to and read the trade magazines, and in this part of the country their best publication is THE REVIEW. And, once they've started—dig dig, dig—for the business is there and they'll get their share if they will only work.

"We know there is going to be plenty of new blood in the Coin Machine Industry and we want to see them started right and a real credit to those who have gone before to make this business the great Industry it is today."

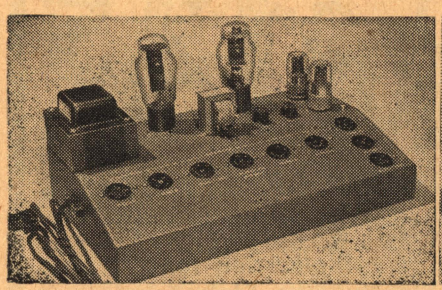
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A Girl's promise to be on time carries a lot of wait.

"Keep 'em Playing!"

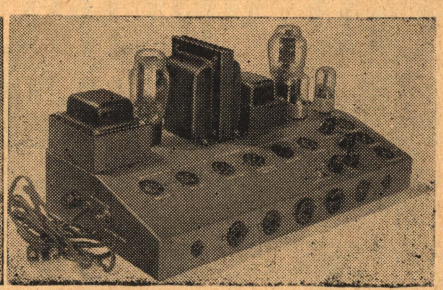
There is no take from a silent phonograph. There is no longer any reason for the phonograph to remain silent. When it goes dead due to amplification breakdown, merely install the Master Universal Amplifier. Either as a temporary or permanent installation it will give as good or better results than the unit that comes with the player. Service men find this a great help in keeping their customers satisfied while making repairs. Check for yourself the features of the

MASTER UNIVERSAL AMPLIFIER



Model A—Master Universal Amplifier fits them all—Wurlitzer, Seeburg, Mills and Rockola, except Hi-Tone. Complete with tubes, $49.50.

- Volume and tone control combined.
- Proper circuit fusing.
- Fits all makes of players.
- Ready to operate.
- Temporary or permanent installation.



Model B—Master Super Universal Amplifier designed for all Hi-Tones and all other models. Complete with tubes, $74.50. Terms 1/3 deposit—balance C.O.D.

- Absolute clarity of amplification.
- Keep unit playing during repair.
- Substantial construction.
- Complete set of tubes.
- Engineered for proper balance.

These Amplifiers are manufactured and sold for replacement purposes only—as specified by WPB regulations.

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$395.00

2 SEEBURG CLASSIC

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(Above phonographs are real clean inside and out.
Crating, $5.00 extra)

3 Rock-Ola Twin 12,
Steel Cabinets....@ $149.50

2 Rock-Ola Imp 20,
Steel Cabinets....@ 200.00

(The above have either Packard or Buckley adapters installed—ready for location)

SPECIAL

Bennett—Top Liner Needle
29c each per 100

Brand New Rock-Ola
Turntable Motors,
$14.50 ea.

KING PIN GAMES CO.

826 MILLS STREET
KALAMAZOO 21, MICHIGAN

Watch for these new

Bally

PROFIT-PRODUCERS

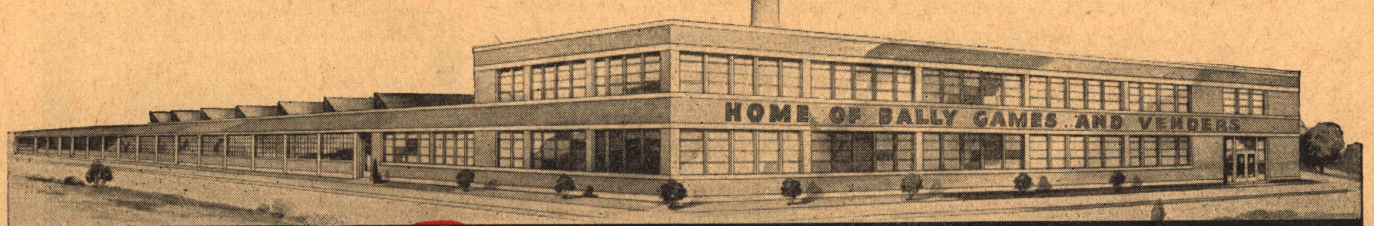
1. **VICTORY DERBY** *(One-Ball Multiple Pay Table)*
2. **VICTORY SPECIAL** *(One-Ball Multiple Free Play)*
3. **NEW CONSOLES** *(For Every Type of Location)*
4. **NEW 5-BALL NOVELTY SENSATIONS**
5. **NEW PHOTO-ELECTRIC TARGET GAMES**
   AND OTHER ARCADE TYPE GAMES
6. **NEW BEVERAGE VENDERS**
   NEW IMPROVED MECHANISM... NEW BEAUTIFUL DESIGNS

COIN MACHINE REVIEW 35 FOR NOVEMBER 1945

● **RE-CONVERSION** of Bally's big new plant from war production is progressing at top speed. Day and night shifts are already producing game parts. You'll see new Bally products on location quicker than you ever thought possible. Write today to get on the list to receive all Bally announcements.

THE Bally PHONOGRAPH

Famous Gabel mechanism plus Bally electronic engineering insures top tonal quality, trouble-free operation. Brilliant line of cabinets, designed by nationally known stylists for greatest eye-appeal. Huge production facilities of Bally's vast new war-time plant insures early big-volume delivery.



ARMY E NAVY

Bally MANUFACTURING COMPANY

DIVISION OF LION MANUFACTURING CORPORATION

2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS

WURLITZER PHONOGRAPH PRESENTED TO U.S.S. NASHVILLE AS MEMORIAL TO THE LATE ADMIRAL THEODORE E. CHANDLER



Many months ago Admiral Theodore E. Chandler, first executive officer of the famed cruiser U.S.S. Nashville, was killed on the bridge of his Flagship. He died the victim of a Kamikaze attack during naval action at the Lingayen landings.

Searching for a suitable memorial, the Nashville Banner, on behalf of the citizens of Nashville, Tennessee, recently presented the crew of the Cruiser, which bears the name of their city, with a Wurlitzer Victory Model Phonograph and more than one hundred of the latest records of all types.

The phonograph bears a handsomely engraved plate embellished with naval insignia and inscribed

In Memory of

REAR ADMIRAL T. E. CHANDLER, U.S.N.

First Executive Officer, U.S.S. Nashville

★

Presented by NASHVILLE BANNER—1945

Obtained through the G. and S. Distributing Company, exclusive Wurlitzer Distributors of Nashville, Tennessee, this is the first time, to our knowledge, that an automatic phonograph has served as such a memorial.

That it will prove an acceptable one is assured, for it is in line with the modern trend of remembrances that serve a useful purpose rather than those monuments and statues so prevalent in honoring heroes of other wars.

No one of the hundreds of members of the Nashville's crew can ever play this Wurlitzer without seeing the plate inscribed on it in memory of the one-time commander who so gallantly died in action.

THE RUDOLPH WURLITZER COMPANY
NORTH TONAWANDA, NEW YORK

Wired Music Anniversary

SYRACUSE, N. Y.—November 7th will be a gala day for Paul Hyland in his restaurant at 1205 S. Geddes St. here, and H. E. Russell, of Russell Sound Systems for the day will mark the fifth anniversary of the first Automatic Hostess wired music installation in Syracuse by Russell in Hyland's spot. A big observance, unusual in coin-operated music operations, is planned.

This continued long service without interruption by competitive equipment of any kind is also true of the original ten installations made by Russell soon after this initial contract. Russell is a sound believer in wired music. In other cities he has installed studios, but at present he is operating solely in Syracuse due to past driving restrictions.

The Auburn studio was sold, in part, to Nick Cristello before he joined the Marines. The Binghamton studio, with more high earning records than any other studio, is half owned and locally operated there by Frank Yusko, who has more than earned his duly accredited present popularity.

New Capitol Plant

HOLLYWOOD—With plans calling for the manufacture of up to 10 million Capitol Records per year for western consumption alone, John Griffin, Vice-President of the Scranton Record Co., has just returned to the East after completing negotiations for a west coast manufacturing plant exclusively for Capitol.

The new plant, another move to take care of the tremendous growth of Capitol Records since its inception in 1942, will be located at 2121 San Fernando Road, between Los Angeles and Glendale. Installation of equipment will begin on November 1st, in three buildings covering approximately 20,000 square feet. Actual production for Capitol is slated to begin before the first of the year.

S. V. P. Quackenbush, President of the Scranton Record Co., has just sent Arthur Frampton to Hollywood, to work out the operating procedures with Roy Marquardt, Vice-President in charge of production for Scranton.

Coast Has Hit

LOS ANGELES—At the request of so many Western fans who have repeatedly requested the number on Ozie Waters *Hollywood Barn Dance* on Saturday nights over KNX-CBS, Coast Records has recorded *Along the Navajo Trail.* Record is now released and shipments are being made.

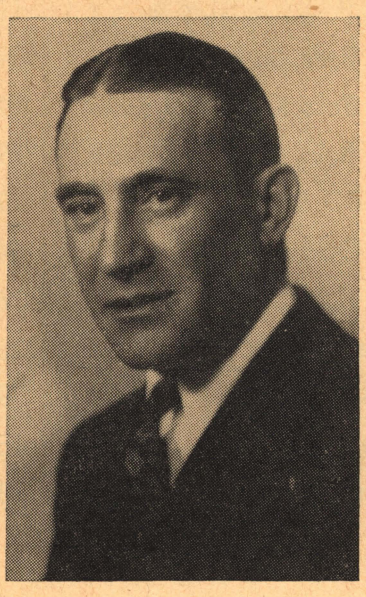
Incidentally, when ptomaine put Ozie in the hospital on a recent Saturday night, Waters fans stormed the switchboard at Coast Records to know why their favorite western singer wasn't on the air show, which certainly attests to the popularity of this great artist.





Wurlitzer's leadership will be more pronounced than ever before — not only in its products but in its plans to advertise and merchandise them for the benefit of Wurlitzer Music Merchants.

WOLF SALES COMPANY
Exclusive WURLITZER *Distributors*
FOR COLORADO, WYOMING, UTAH, ARIZONA, NEW MEXICO, EASTERN IDAHO
1932-4 Broadway Denver 2, Colorado



Frank Negri

Negri Joins Wolf

DENVER — Announcement has been made by Wolf Reiwitz, of Wolf Sales Co., Wurlitzer distributors for Colorado, Wyoming, Utah, Arizona, New Mexico and Eastern Idaho, of the addition of Frank Negri to the staff as Branch Office Manager.

Negri has been identified with the coin-operated business for the past twenty years. Outside of having a substantial operation of his own, he was connected with J. P. Blackwell when Blackwell was a Wurlitzer distributor in this area.

Negri was born in Denver, knows the operators, and will prove a valuable member to the staff of Wolf Sales Co.

Cox Joins Reiner

LOS ANGELES—Bill Cox has joined the local sales staff of Paul Reiner's Music Distributing Co. Cox will work on sales and handle advertising for the organization. Previous to his local connection, Cox was with Jimmie Roosevelt on the initial Mills Panoram promotions, was the first music director of KFI in Los Angeles and conducted the Packard Hour of Music from 1924 to 1928, and before that was a dancing star on Broadway.

Reiner has returned to the main office in Cleveland after spending almost three months getting the local office under way.

ARA Buys Land

HOLLYWOOD—ARA Records has acquired several lots adjacent to the present platter plant and will build a new four-story building shortly.

Firm intends to increase production considerably as well as enter the album field in a big way.

Wurlitzer Export Dept.

NORTH TONAWANDA, N. Y.—M. G. Hammergren, Wurlitzer Vice President and General Sales Manager, announces that Wurlitzer will establish its own export department on January 1st with David O. Lee in charge.

New department will render direct support to Wurlitzer customers and associates outside the borders of the United States and aggressively promote the sales of three major Wurlitzer lines in world markets. These are the Automatic Phonograph and Remote Control Equipment, the new Orgatron, and a yet to be announced line of Automatic Soft Drink Vending Machines bearing the Wurlitzer name.

6SC7-5Z3-80-83-2A4G and 70L7

These tubes are next to impossible to secure. We have adapters for making the changeover that require no changes in the amplifier or remote boxes.

#100—6SC7 to 7F7
110—5Z3 to 5U4G
125—80 to 5T4, 5V4G, 5Y3 or 5Z4
126—83 to 5U4G or 5X4
$3.00 Each in lots of Six

#205—2A4G to 2051 (Seeburg Guns)
210—2A4G to 2051 (Remote Music)
215—70L7 to 7A4-7A5 (Seeburg Remote Boxes)
$6.50 Each, Minimum Shipment of Six

These have all been tried and proven thoroughly satisfactory. WE GUARANTEE SATISFACTION. Absolutely no worry, anyone can make the change, carry these in your service kit as standard equipment. One-third with order, balance C. O. D.

HERMITAGE MUSIC COMPANY
416A BROAD ST. NASHVILLE 3, TENN.

Now On Hand — READY TO SHIP!

Singing Towers

Model 301 Phonograph
$525.00
F. O. B. Factory

Model TC-88 Phonograph
$325.00
F. O. B. Factory

(These Phonographs Are Factory Reconditioned and Carry New Machine Guarantee)

CONSOLES

Mills 3 Bells, 5, 10 & 25c (Like New)	$895.00
Mills 4 Bells, Late Head 4-5c	595.00
Mills 4 Bells, 4-5c (New Cabinets, Old Heads)	425.00
Mills 4 Bells, 3-5c, 1-25c (New Cabinet, Old Head)	695.00
Mills 4 Bells, 3-5c, 1-25c (High Head, Like New)	925.00
Mills Jumbo Parade, C.P. (Late Head, Refinished)	159.50
Mills Jumbo Parade, Combination F. P. and Cash	199.50
Mills Jumbo Parade, C.P. (Early Head, Refinished)	139.50
Bally Club Bells, F.P. and P.O.	269.50
Bally Hi Hands, F.P. and P.O.	199.50
Bally Roll 'Em P.O.	179.50
Keeney Super Bells, 5c F.P., P.O.	349.50
Keeney Super Bells, Cash Pay 5, 25	525.00
Keeney Super Bells, P.O., 3-5, 1-25	595.00
Baker Pacers, DD 5c	299.50
Buckley Track Odds, 5c J.P.	645.00
Buckley 7 Bell, P.O.	289.50
Buckley Riviera, P.O.	289.50
Evans Bangtails, J.P. (Late)	375.00
Evans Rollette Jr., P.O.	159.50
Evans Lucky Lucre, 5-5, P.O.	235.00

SLOTS

Mills Gold Chrome, New Drill Proof Cabinet, Knee Action, Single Jackpot, One Cherry Pay.

Mills Gold Chrome, 5c	$395.00
Mills Gold Chrome, 10c	449.50
Mills Gold Chrome, 25c	499.50
Mills Gold Chrome, 50c	545.00
Mills Brown Front, 5c (Original)	229.50
Mills Brown Front (Original), 10c	279.50
Mills Brown Front (Original), 25c	349.50
Mills Blue Front (Refinished Like New) 5c	209.50
Mills Blue Front (Refinished Like New) 10c	259.50
Mills Blue Front (Refinished Like New) 25c	309.50
Mills Blue Front (Original), 50c	595.00
Jennings Four Star Chief (Refinished) 10c	229.50
Jennings Four Star Chief (Refinished) 25c	299.50
Jennings Silver Club, 5c (Refinished Like New)	214.50
Jennings Silver Club, 10c (Refinished Like New)	299.50
Jennings Silver Club, 25c (Refinished Like New)	359.50
Watling Rol-A-Top (Refinished), 5c	159.50

ARCADE EQUIPMENT

Bowling League (New)	$189.50
Zingo (New)	279.50
Liberator (New)	189.50
Periscope (New)	$199.50
Evans Tommy Guns	119.50
Keeney Air Raiders	199.50

BOXES

Buckleys, 20's, 24's, Chrome, Plastic Sides, Used	$ 25.00
Buckleys, 20 and 24 Selectors, Plastic Sides, Chrome, New	$ 34.50

TERMS: ⅓ DEPOSIT, BALANCE C.O.D.

"THE FASTEST GROWING COIN MACHINE HOUSE IN THE WEST"

CALIFORNIA AMUSEMENT COMPANY

EXCLUSIVE DISTRIBUTORS FOR AUTOMATIC INSTRUMENT CORPORATION IN CALIFORNIA, NEVADA, ARIZONA AND THE HAWAIIAN ISLANDS

JOBBERS AND DISTRIBUTORS

M. S. (BILL) WOLF, Owner

1305 Kettner Boulevard — SAN DIEGO 1, CALIFORNIA — MAin 3068

1348 Venice Boulevard — LOS ANGELES 6, CALIFORNIA — PRospect 4131

1175 Folsom Street — SAN FRANCISCO 3 — HEmlock 0575

REVIEW MUSICAL POPULARITY POLL

OCTOBER, 1945

An authoritative chart showing the popular musical favorites and compiled from information gathered in the principal key cities and wired to us at press time.

On Phonographs—

1. If I Loved You
   Perry Como—Victor
   Bing Crosby—Decca
   Harry James—Columbia
2. Till the End of Time
   Perry Como—Victor
   Les Brown—Columbia
   Bing Crosby—Decca
3. On the Atchison, Topeka & Santa Fe
   Johnny Mercer—Capitol
   Tommy Tucker—Columbia
4. Along the Navajo Trail
   Dinah Shore—Victor
   Crosby-Andrews—Decca
5. Tampico
   Stan Kenton—Capitol
6. I'm Gonna Love That Guy
   Benny Goodman—Columbia
   Perry Como—Victor
7. I'll Buy That Dream
   Haymes-Forrest—Decca
   Harry James—Columbia
8. Lily Belle
   Freddy Martin—Victor
   Pied Pipers—Capitol
9. Gotta Be This or That
   Benny Goodman—Columbia
   Sammy Kaye—Victor
10. Chopin's Polonaise
    Carmen Cavallaro—Decca

On Radio—

1. Till the End of Time
2. On the Atchison, Topeka & Santa Fe
3. Gotta Be This or That
4. Tampico
5. It's Been a Long, Long Time
6. I'll Buy That Dream
7. Hong Kong Blues
8. Along the Navajo Trail
9. If I Loved You
10. I'm Gonna Love That Guy

Best Selling Sheet Music—

1. Till the End of Time
2. On the Atchison, Topeka & Santa Fe
3. Along the Navajo Trail
4. If I Loved You
5. I'm Gonna Love That Guy
6. Gotta Be This or That
7. I'll Buy That Dream
8. It's Only a Paper Moon
9. That's for Me
10. Bell Bottom Trousers

Best Selling Records—

1. Till the End of Time (Perry Como) Victor 20-1709
2. On the Atchison, Topeka & Santa Fe (Johnny Mercer) Capitol 195
3. Tampico (Stan Kenton) Capitol 202
4. If I Loved You (Perry Como) Victor 20-1676
5. Hong Kong Blues (Hoagy Carmichael) ARA 123
6. Chopin's Polonaise (Carmen Cavallaro) Decca 18677
7. I'll Buy That Dream (Haymes-Forrest) Decca 23434
8. Along the Navajo Trail (Dinah Shore) Victor 20-1666
9. It's Been a Long, Long Time (Charlie Spivak) Victor 20-1721
10. Bell Bottom Trousers (Tony Pastor) Victor 20-1661

On Wired Music—

1. Till the End of Time
2. On the Atchison, Topeka & Santa Fe
3. If I Loved You
4. It's Only a Paper Moon
5. Gotta Be This or That
6. Along the Navajo Trail
7. Tampico
8. I'll Buy that Dream
9. I'm Gonna Love That Guy
10. That's for Me

Sepia Hit Parade—

Top tunes in colored spots supplied at press time by Otis Rene, of Excelsior Records:

1. Jimmy's Blues (Count Basie)—Capitol
2. Honeydripper (Joe Liggins)—Exclusive
3. Shy Guy (King Cole Trio)—Capitol
4. I Ain't Mad at You, Pretty Baby (Flennoy Trio)—Excelsior
5. Ve-Boba-Luba (Helen Hume)—Philo
6. Blues at Sunrise (Johnny Moore's 3 Blazes)—Exclusive
7. Beautiful Moons Ago (King Cole Trio)—Excelsior
8. Caldonia Boogie (Louis Jordan)—Decca
9. Fifteen Years (Pearl Bailey)—Columbia
10. Fla-Ga-La-Pa (Timmie Rogers)—Excelsior
11. Somebody's Changed the Lock on My Door (Wynonie Harris)—Apollo
12. Puerto Rican Breakdown (Gerald Wilson)—Excelsior

7¢ PER POUND FOR SOLID SCRAP

CHAS. E. WASHBURN CO.

COAST RECORD MANUFACTURING CO.

7¢ PER POUND FOR SOLID SCRAP

MEXICAN MUSIC

LATE POPULAR SELECTIONS

2140 TOCA MADERA—Cancion
ARREBOLES—Corrido
Martin y Malena—con Mariachi

2131 AMIGO—Bolero
QUIEREME—Bolero
Salvador Garcia—con La Orquesta Juan S. Garrido

2119 YO VIVO MI VIDA—Bolero
DAME TU AMOR—Bolero
Mario Alberto Rodriguez—con La Orquesta Fredrico Baeno

2100 AMAR Y VIVIR—Bolero
ASI—Bolero
Luis G. Roldan—con La Orquesta Garrido

2078 DEJAME QUERERTE—Bolero
TODAY UNA VIDA—Bolero
Julio Flores—con La Orquesta Fajardo

2074 HOJA SECA—Bolero
NO ME PREGUNTES ADONDE—Bolero
Salvador Garcia con La Orquesta Garrido

VERY FINE BOLEROS

2139 NADA ME IMPORTA EL MUNDO—Bolero
AMOR CIEGO—Bolero
Martha Triana—Orquesta de Juan S. Garrido

2132 POR CULPA TUYA—Bolero
AQUI ME TIENES—Bolero
Mario Alberto Rodriguez—Orquesta de Juan S. Garrido

1996 BESAME MUCHO—Cancion Blues
SOLAMENTE UNA VEZ—Cancion Bolero
(Featured song in Walt Disney's "3 Caballeros" under the title of "*You Belong to My Heart*")
Manolita Arriola con La Orquesta Garrido

2026 NOSOTROS—Cancion Bolero
COMO EL BESAR—Cancion Fox
Gaby Daltas con La Orquesta Garrido

OLD FAVORITES - ALWAYS POPULAR

1770 AY JALISCO NO TE RAJES—Cancion
(*Theme Song of Walt Disney's "The 3 Caballeros"*)
LOS TARZANES
Manolita Arriola—con Mariachi

1873 LA FERIA DE LAS FLORES—Cancion
ASI SE QUIERE EN JALISCO—Cancion
Manolita Arriola—con Mariachi

1903 EL BARRILITO—Polka
(A Very Fine Record of "*The Beer Barrel Polka*")
CUATRO VIDAS—Polka Fox
Orquesta de Los Hnos Dominguez

2190 BABALU—Canto Afro Cubano
CLAVE AZUL—Bolero
Tona la Negra con la Orquesta Noe Fajardo

1954 TRAIGO MI 45—Corrido
CORRIDO DE LAS BRAVUCONES—Corrido
Fernando Rosas—con Mariachi

1977 AY AY AY SINALOA—Corrido
AMOR RANCHERA—Cancion
La Torcacita—con El Mariachi Tapatio

2029 SE FUE MI AMOR—Cancion
EL BRAVERO—Cancion
Martin y Malena—con Mariachi

2049 Mi VIRGEN RANCHERA—Cancion
MI CASITA DE PAJA—Cancion
Martin y Malena—con Mariachi

2000 SOLDADO RASO—Corrido
EL DURAZNO—Cancion
Pedro Infante—con Mariachi

2047 NADA GANO CON QUERERTE—Cancion
ACA NOMAS—Cancion
Martin y Malena—con Mariachi

1991 TU QUE DIJISTE—Corrido
EL CABALLA ENSILLADO—Corrido
Martin y Eloisa—con Mariachi

AND MANY OTHER POPULAR RANCHERAS, BOLEROS, etc.

PEERLESS WILL OUTWEAR ANY OTHER RECORD.
TESTIMONIALS FROM OPERATORS PROVE THIS CLAIM!

PEERLESS DISCOS

ESTABLISHED OPA CEILING PRICE ON AMERICAN PRESSINGS OF PEERLESS DISCOS IS NOW $1.00 RETAIL; WHOLESALE 60c, PLUS FEDERAL EXCISE TAX

SEND FOR CATALOG

7¢ PER POUND FOR SOLID SCRAP

PEERLESS DISCOS • COAST RECORDS

1511 WEST PICO BLVD. • LOS ANGELES 15, CALIF.

FE. 1171 —— EX. 3404

7¢ PER POUND FOR SOLID SCRAP

JUKE BOX OPERATORS
Save

Your worn Phono Needles. They can be re-conditioned, and will save you 30% to 70% on your needle costs.

Hundreds of satisfied users and repeat orders prove the merits of our service. Give us a trial, or write for further particulars and shipping containers.

We Guarantee Satisfaction!!

RE-SHARP NEEDLE SERVICE
BOX 770 FT. DODGE, IOWA
A PRECISION SERVICE A GUARANTEED SERVICE

Western Hit Parade—

Tunes most requested by the listeners to the 236th week of radio's only Western Hit Parade:

1. Those Oklahoma Hills (Jack Guthrie)
2. Green Grow the Lilacs (Tex Ritter)
3. Jealous Lady (Curly Williams)
4. Make Room in Your Heart for a Friend (Wylie Walker and Jean Sullivan)
5. Hang Your Head in Shame (Bob Wills)
6. Farther and Farther Apart (Happy Perryman)
7. Headin' Down the Wrong Highway (Ted Daffin)
8. Shame on You (Spade Cooley)
9. Darlin', What More Can I Do? (Gene Autry)
10. Sioux City Sue (Dick Thomas)

Globe Records Ready

LOS ANGELES—A line of records designed primarily for race spots is now available to music operators in all parts of the country. Heretofore all production on the line has been absorbed by local operators. The installation of additional presses now makes the Globe label available for all operators.

E. L. Hearn, veteran operator, is head of Globe Records. For years Hearn has specialized in operating automatic music in race spots and as a consequence he is thoroughly versed on the type of music that will get the maximum return in these locations. All Globe numbers are tested on his phonographs in colored spots before being approved for release on the label. As a result, operators are certain of pre-tested numbers that will acquit themselves nobly in colored locations.

Carter Planes East

LOS ANGELES—Nick Carter, of Nickabob Sales Co., TWA'd out of town on the 19th for Kansas City, Chicago and New York to close pending deals on lines he will distribute in Central and Southern California in the years ahead.

Nickabob Sales is opening a jobbing and distributing headquarters in Fresno to serve the operators of Central California. Peter A. Ley, former Nickabob manager of operations in the San Joaquin valley, has moved to Fresno and will manage the office there. Ley has purchased a home in Fresno and moved his family to the raisin city.

Carter will meet W. E. Simmons, Aubrey Stemler, Frank Navarro and others in Kansas City before proceeding East.

Phono. Nips Patron

SANDUSKY, Ohio—There was a time when "man bites dog" made news; and there was a time when the reverse was true. But when an automatic phonograph bites the hand feeding nickels into it—brother, that's NEWS!

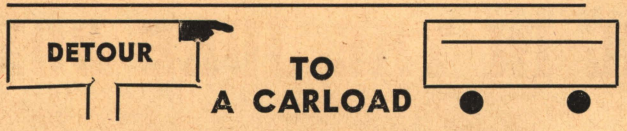
It happened here recently. And a newshound watching the proceeding recorded for posterity: "When a phono wouldn't respond to the insertion of a coin, the patron usually went and asked somebody to do something about it. It rarely got that drubbing with the flat of the hand which a gum machine, a weighing machine or a public telephone suffers when unco-operative.

"Yet, today, in this very city, unnerved by the probing finger of Miss Katherine Bersick, a phono clamped down on it like a snapping turtle and hung on. A phono service man had to take a lot of the machine apart to save her. Her doctor bill was $5.

"It's disillusioning," wrote the scribe. "It's enough to make a guy while away the twilight hours with a harmonica."

• COAST SPECIALS •

2015. Along the Navajo Trail
Silver Dew on the Blue Grass Tonight
OZIE WATERS
And That Great Vocal Trio
THE PLAINSMEN
Acc. by the Coast Ranch Hands



Of Nickels with COAST RELEASE

2016. DETOUR
Sioux City Sue
By Jimmy Walker, acc. Paul Westmoreland and His Pecos River Boys

WE PREDICT THAT "DETOUR" WILL SWEEP THE COUNTRY!

2013. It's Too Late Now (to say you're sorry)
Darlin' What More Can I Do
By Idaho Call and his Sun Valley Cowboys

2014. HEARTACHES
You Don't Care What Happens to Me
By Idaho Call and his Sun Valley Cowboys

STILL GOING BIG

2012. Cool Water
At Least a Million Tears
By Ozie Waters and the Plainsmen, acc. by the Coast Ranch Hands

COAST RECORDS WILL OUTWEAR ANY OTHERS. UNSOLICITED TESTIMONIALS FROM OPERATORS PROVE THIS CLAIM.

ALL COAST RECORDS NOW 75c RETAIL: 45c WHOLESALE, PLUS FED. EXCISE TAX

Send for Complete Catalogue

CHAS. E. WASHBURN CO.—COAST RECORDS

1511 West Pico Boulevard EX. 3404 — FE. 1171 Los Angeles 15, California

HE MET HER IN **FLA.** KISSED HER IN **GA.** MARRIED HER IN **LA.** SETTLED IN **PA.**



EXCELSIOR RECORDS

presents

Timmie ROGERS

singing

The Ultra Novelty Record Sensash-

"HE CALLS HIS MAMMA FLA-GA-LA-PA"

Backed By Another Nickel Snatcher:

"DROP ANOTHER NICKEL IN THE JUKE BOX"

No. 136

MINIMUM: 25 RECORDS TO ORDER

JUKE BOX OPERATORS GET FIRST CALL ON THESE RECORDS

ORDER TODAY FROM OUR NATIONAL DISTRIBUTOR

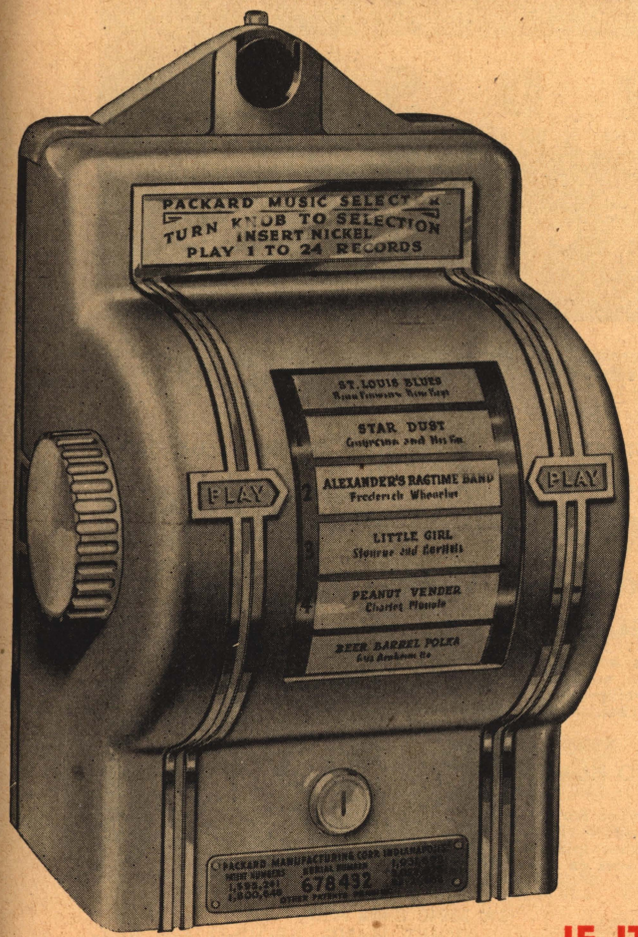
JACK GUTSHALL DISTRIBUTING CO.

1870 W. WASHINGTON BLVD. LOS ANGELES 7, CALIFORNIA

EXCELSIOR RECORD COMPANY

3661 S. GRAMERCY PL. RO. 8375 LOS ANGELES 7, CALIF.

READY IN NOVEMBER



BRAND NEW PACKARD PLA-MOR BOXES

WITH CABLE FOR INSTALLATION

We Are Distributors of

EXCLUSIVE **EXCELSIOR**
GILT EDGE **4 STAR**
MODERN **JUKE BOX**
and ALVIN Records

IF IT'S GOOD—YOU CAN BE SURE IT IS ON ONE OF OUR LABELS!

TITLE STRIPS

27 ON A SHEET FOR EASY HANDLING IN A TYPEWRITER

	Per M Sheets	Your Net Cost
1,000	$7.50	$ 7.50
5,000	6.00	30.00
10,000	5.00	50.00
30,000	4.00	120.00

Easy "Snap" Perforation Fine Quality Bristol Stock. Stays Together While Typing.

Order now for future use. Bristol stock is getting scarce.

MAIN GEARS

for Wurlitzers and Seeburgs

$2.75 each

BUCKLEY BOX METAL REPLACEMENT SIDES

Interchangeable. Color: Red. 50c each.

PARTS

WE CAN NOW SUPPLY YOU WITH PRACTICALLY ALL PARTS FOR PACKARD EQUIPMENT.

30 WIRE CABLE

WE CAN MAKE DELIVERY ON NEW CABLE IN SMALL QUANTITIES @ 22c PER FOOT

WURLITZER TWIN 12

Reconditioned
Guaranteed

$200.00

UNIVERSAL AMPLIFIER

For All Models Wurlitzers, Rock-Olas, and Seeburgs, except Hi-Tones.
Also for P.M. Speakers and Microphones

Complete — $79.50

Amplifiers Sold for Replacement Only, as per W.P.B.

JACK GUTSHALL DISTRIBUTING COMPANY

Exclusive PACKARD Distributors

1870 W. WASHINGTON BLVD. (ROchester 2103) LOS ANGELES 7, CALIF.



CAPITOL

5★ 217 Johnny Mercer
CAMPTOWN RACES (V FT)
SURPRISE PARTY (V FT)

Following up the long run of "Atchison, Topeka" on the Hit Parade, Mercer comes through with a replacement that will climb the ladder of popularity rapidly. We're speaking of the second side of this record. It's a catchy tune and not unlike "Left My Sugar in Salt Lake City." Slow blues with plenty of humorous appeal. First side is a modern takeoff on the well-known Stephen Foster melody. Pied Pipers toss in their bit and the result is listenable. Count your take on "Surprise Party." It's a natural!

4★ 218 Peggy Lee
I'M GLAD I WAITED FOR YOU (V FT)
WAITIN' FOR THE TRAIN TO COME IN (V FT)

Another case where the "B" side carries more merit for the automatics than the "A". This new thrush has created a sort of blues-lullaby style that other songstresses can't quite catch. Delivery is good and the orchestral background is perfect. Tune is gaining in popularity and this one will satisfy the fans and help push the song into the high brackets. First side is wishy-washy and of little interest for the turntable network.

COLUMBIA

4★ 36854 Frank Sinatra
LILY BELLE (V FT)
DON'T FORGET TONIGHT TOMORROW (V-FT)

A pair of sock numbers that fit Frank to a "T". Smash material for the automatics. Frankie hits his stride from the first word and never lets up. Will show up fine on the play register, and make you money.

3★ 36855 Tommy Tucker
LOVE LETTERS (FT VC)
GOODNIGHT MY SWEET (FT VC)

Slow, sentimental chap that carries no strong appeal. Second side isn't much stronger. Passable for program filling only.

3★ 36856 Roy Acuff
WE LIVE IN TWO DIFFERENT WORLDS (HB V)
PINS AND NEEDLES IN MY HEART - (HB V)

This outfit has a strong following through their weekly broadcasts and picture work. Both of these tunes are established favorites and rate high in Acuff request programs. An excellent recording for spots favoring the hill-billy music and in these spots it'll keep the box hot.

4★ 36857 Les Brown
LEAP FROG (FT)
SHOW ME THE WAY TO GO HOME (FT VC)

A pair of dandies in the inimitable Les Brown style. "A" is fast and furious foxtrot with a nice bounce. On the second side Butch Stone spices the recording with some snappy vocal work on an old time favorite. Very good.

4★ 36858 Claude Thornhill
I DON'T KNOW WHY (FT VC)
BUSTER'S LAST STAND (FT)

Here is another combination of an established favorite and a specialty instrumental number. The Snowflakes commit themselves well on the vocals of the first side and side wins automatic preference. Flopover will fill a program for it's easy to dance and listen to and has some good solo passages that will please.

4★ 36841 Bob Wills
SILVER DEW ON THE BLUE GRASS TONIGHT (HB V)
TEXAS PLAYBOY RAG (HB Inst.)

Top-drawer numbers for the old time and hillbilly spots. Wills has no equal in this type of music. His String Band is tops and Tommy Duncan does a nifty bit of vocalizing.

5★ 36838 Harry James
IT'S BEEN A LONG, LONG TIME (FT VC)
AUTUMN SERENADE (FT Inst.)

Top money is wrapped up in the first side of this platter with Kitty Kallen chirping and James giving out with trumpet work that is out of this world. Sweet, sentimental, and great. Don't worry about "B". There's gold on "A".

4★ 36839 Kate Smith
DEAREST DARLING (V)
SOME SUNDAY MORNING (V)

Kate wants her dough on this disc to be big money and has been plugging the tunes on her broadcasts. Second side gets first nod for it packs a mess of listening pleasure. If Kate clicks with your spots, this is one of her best.

3★ 36840 Gene Autry
DON'T HANG AROUND ME ANYMORE (HB V)
ADDRESS UNKNOWN (HB V)

Old time blues on the first side and a plaintive, lamentable thing on the reverse. Not up to the usual Autry standards. Will pass on name.

4★ 36846 Gene Krupa
A TENDER WORD WILL MEND IT ALL (FT VC)
ALONG THE NAVAJO TRAIL (FT VC)

Buddy Stewart does the vocal work on both and accounts for the merit this disc possesses. His work on the second side is particularly good and the arrangement and orchestral work are noteworthy. Count on this side for quick and heavy returns.

3★ 36847 The Modernaires
THE NIGHT IS YOUNG AND YOU'RE SO BEAUTIFUL (V)
JOG ALONG (V)

A pleasing duo of numbers—smooth and easy to listen or dance to. Flip-over has a tune with a western flavor. Okeh for rounding out your program.

(See RECORD REVIEWS, Page 46)

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101 I'LL FOLLOW YOU and DO, DO BABY
102 SECLUSION and THANKS FOR THE LIES
103 PLAY JACKPOT and LITTLE CHUM
By Dusty Brooks and his Four Tones

Operator's Price 65c

1001 SLOW BUT SURE and SAD BUT TRUE
1003 AIN'T GOT A NICKEL and SONG OF LONESOME PRAIRIE
1004 SUN SETS GOLD and SAD BUT TRUE
By "Cornhuskers" or "Melody Wranglers"
501 DID YOU REALLY CARE and THE STARS LOOK DOWN
By Jack Buckingham Orch. Voc. Royal O'Reilly

Operator's Price 55c

NEW "MEMO" LABEL

2023 THE STARS LOOK DOWN, Ross Leonard, voc.
YOUR EYES HAVE IT, Lee Wood, voc.

Operator's Price 55c

——New November "MEMO" Release——

1091 I'VE DONE ALL I KNOW TO DO
YOU RAN AROUND WHILE I WAS GONE
Terry Fell and the Fellers

RICH RECORDINGS

1298 BACON BOOGIE and SICILIAN ROSE, Ray Bacon

7106 There's A Blue Star in the Window
Silhouette Of You
7108 Shack I Call Home
Someday Sweetheart
7110 Angels of Bataan
Two Faced Japanese
7112 When the Coyotes Howl (At Twilight)
Somewhere Over There
7114 Smiles Are Made Out of the Sunshine
Wreath of Memories
7115 Down Houston Way
Two Hundred Rangers
7116 I'm Through Wastin' Time on You
Headin' for Nowhere
7117 Where There's Someone Waiting
Wheel of Fortune

EZRA and his Beverly Hillbillies

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RECORD REVIEWS

(Continued from Page 44)

3★ 26848 Frankie Carle
I'D DO IT ALL OVER AGAIN (FT VC)
LAST NIGHT I HAD THAT DREAM AGAIN (FT VC)
Some nice piano work by Carle on both sides, and good vocalizing by Paul Allen. Standard dance arrangements that time will not hurt. Can pass in most any spot.

3★ 36849 Ginny Simms
I'M GONNA LOVE THAT GUY (V)
TILL THE END OF TIME (V)
Ginny is wasted on the first side. Tune doesn't fit her style of delivery but she does purr right through the "B" side. Number is high on the list of current favorites and put this side up to make the most out of the disc.

3★ 36861 Woody Herman
PUT THAT RING ON MY FINGER (FT VC)
BIJOU (Rhumba)
The Herman herd is at home on the first side and Woody takes a whack at the vocals. A typical race chant pounded out to perfection to suit the following of Herman-izing. "B" stands for "Bad" on the second side.

LA MARR

4★ 103 Four Tones
LITTLE CHUM (V FT)
JACKPOT (V FT)
An intimate style of singing, closely resembling the Ink Spots, marks the Four Tones' renditions on these two. Second tune rates the nod from music operators. Dusty Brooks does the vocal and the lyrics are clever. Sure to please—and make dough, yassuh!

3★ 1003 Les Anderson-Ole Rasmussin
SONG OF THE LONESOME PRAIRIE (HB V)
AIN'T GOTTA NICKEL (HB V)
Acceptable hill-billy fare with the accent of acceptance on the "B" side by Rasmussin's Corn Huskers. Boys ape the Bob Wills bunch and get by okeh.

4★ 102 Four Tones
THANKS FOR THE LIES (V)
SECLUSION (V)
Dusty Brooks and his group do another fine job of ape-ing the Ink Spots on the "A" side. Well done and tagged with a title that will invite plays. Second side is weak fare and not too well done. "A" side will offset the weak "B" with plenty of gravy for the cashbox.

MEMO

4★ 2023 Ross Leonard
THE STARS LOOK DOWN (FT V)
1033 Jack Buckingham Orch.
YOUR EYES HAVE IT (FT VC)
First side gets the nod on this disc. Leonard has a nice delivery and the smooth and adequate support of the George Buschell Orchestra makes it acceptable for automatic use. Flop-over doesn't carry much merit for our field.

RICH

4★ 1298 Ray Bacon
BACON BOOGIE (Piano Boogie)
MY SICILIAN ROSE (V)
This is the damndest thing you've ever listened to and it's just varied enough to get plenty consideration. Bacon gives out with some rousing piano, red hot, on the boogie and the ivories fairly sizzle. The chap does the bacon crisp. On the underside he adds a vocal and the overall effect is as corny and unusual as you can imagine. We checked some spots where the "Rose" was spinning and it was getting lots of attention. Try it.

4★ 7114 Ezra and His Hillbillies
SMILES ARE MADE OUT OF THE SUNSHINE (HB V)
WREATH OF MEMORIES (HB V)
3★ 7116 Ezra and His Hillbillies
I'M THROUGH WASTIN' MY TIME ON YOU (HB V)
HEADIN' FOR NOWHERE (HB V)
3★ 7117 Ezra and His Hillbillies
WHERE THERE'S SOMEONE WAITING (HB V)
WHEEL OF FORTUNE (HB V)
If Rich Records is attempting to build a reputation on hill-billy recordings they're well on their way with the recordings they have issued thus far featuring Ezra and the Beverly Hillbillies. Outfit is solid in this field and they do a neat recording job. 7114 features Roy Rogers' theme song on the "A" side and is exceptionally well done. All 3 discs will get attention, and plays, in spots where old time, folk and hillbilly music get attention.

URBAN

4★ 101 Smart Set
VICT'RY TRAIN (V)
THE TIFFIN SONG (V)
Here is a knockout vocal quartet, 3 gals and a boy, with a delivery that will win replays and replays once they are heard on the automatics. Nifty arrangements and catchy lyrics on the second side make it a record bound to please all types of listening audiences. Clifford Lange's band does a robust job of backing up. Nice bounce to "Tiffin" and plenty of merit on both sides to warrant a spot on your program stack.

4★ 102 Pat Kay
ADAM TAKES A WIFE (FT VC)
ON THE SPUR OF THE MOMENT (FT VC)
Snazzy foxtrots with the band beating the living be-hell out of the numbers, in fact so much so that it barely cools down for Pat Kay to inject the vocals on the first side. Number is catchy and will win plenty of repeat plays. Platter mate is in a slower vein and Kay gets a decent showcasing for her warbling. Ballad type of thing. The money is on the first side. The second will prove a program filler when "A" gives out—and it will from consistent plays.

3★ 103 Hal Derwin
ONE STARRY NIGHT (V FT)
TOMORROW'S IN THE SKY (V FT)
Derwin has a nice voice, the musical fare is capably handled by Thomas Peluso and his NBC bunch, but the disc doesn't click as it should, for songs are weak. Acceptable for a needed stack filler.

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4★ 104 Smart Set
I NEVER STOOD A CHANCE (V)
GOTTA BE THIS OR THAT (V)
Another crackerjack set by this topflight quartet. Group is really in the groove on the second side. Humorous injections will wow and get repeat plays. Get it. It's a dandy.

3★ 105-106 Hal Derwin-Pat Kay
I HAD YOU ON MY MIND LAST NIGHT (V)
IN A ROUND ABOUT WAY (V)
Derwin tries hard to make something out of this, and so does Pat Kay, not to mention the swellegant work of the Peluso NBC ork but it ends up leaving something to be desired. Slow, dreamy numbers that may pass in those quiet, secluded spots where too much jumping might ruin the effect. Average appeal and suitable for fillers.

VICTOR

4★ 20-1725 Vaughn Monroe
JUST A BLUE SERGE SUIT (FT VC)
TALKIN' TO MYSELF ABOUT YOU (FT VC)
The current Irving Berlin tune is made to order for Monroe and his vocal work, and with that of the Norton Sisters, makes it prime fare for the turntable fans. A typical hit number which perfectly reflects the sentiments of the day. Flop-over has a highly contagious rhythm, good harmonizing, and music in toe-tapping fashion.

4★ 20-1726 Sammy Kaye
CHICKERY CHICK (FT NV)
I LOST MY JOB AGAIN (FT VC)
Here is the daily double for operators. A tantalizing, tongue-twisting novelty and a swell novelty tune of particular interest at this time for it recounts, in a humorous vein, the plights of an ex-soldier losing his army job. First side is unique, catchy and its tricky lyrics will account for good business. Second side is acceptable, too, so clear two berths for this disc. It'll come through.

3★ 20-1727 Charlie Spivak
YOU ARE TOO BEAUTIFUL (FT VC)
JUST A LITTLE FOND AFFECTION (FT VC)
The tantalizing trumpet of Spivak is in evidence on both these numbers but the bow for consideration will have to fall to the "B" side where the lilting Rodgers and Hart tune cops attention. An attractively dressed smart orchestration, plus average vocals, make it a good fill-in.

4★ 20-1730 Roy Rogers
ALONG THE NAVAJO TRAIL (V)
DON'T BLAME IT ALL ON ME (V)
The King of the Cowboys, with a tremendous fan following, gives a rousing interpretation of two cow-country ballads which have real feeling and prairie-country charm. Humming, whistling background proves effective and the disc is red meat for all spots while the tune is riding public favor.

4★ 20-1734 Murphy Sisters
WILL THE ANGELS PLAY THEIR HARPS FOR ME? (V)
HOMESICK—THAT'S ALL (V)
Exceptionally close and fine harmonizing of the Murphy Sisters should find this record a ready berth on your program stack. Fresh and beautiful is their vocal work. First is the tune of a beggar's lament and their airing of it over the radio probably led RCA to record it. A swingy tune with a warmly appealing backwoods flavor. Second tune is a wistful ballad rendered with touching pathos. Get it.

4★ 20-1728 Tommy Dorsey
AREN'T YOU GLAD YOU'RE YOU? (FT VC)
A DOOR WILL OPEN (FT VC)
Forget the first side and count on "B" for bucks. It's a lovely melody with one of the most haunting Dorsey interpretations since "Gettin' Sentimental Over You." A lush ballad with exceptional earning power.

4★ 20-1731 Dinah Shore
HONEY (V)
MY GUY'S COME BACK (V)
First side is a re-hash of an old ballad. New arrangement with a fresh, smart version and delivered in Dinah's own distinctive style recommends it for the automatics. Second tune is a jump number and timely today. It will pay its way—and more.

3★ 20-1732 Dinah Shore
BUT I DID (V)
AS LONG AS I LIVE (FT)
Not too much to recommend this one for use on phonos. "A" side is the better and will serve to fill a program in a pinch.

4★ 20-1733 Spike Jones
HOLIDAY FOR STRINGS (FT)
DRIP, DRIP, DRIP (SLOPPY LAGOON) (FT V)
This one leaves us cold after past Spike Jones efforts. The gang do a lot of cut-ups on the first side but the under side seems the best of the pair for automatic use. The usual Jones tricks are on tap and the name will garner a lot of nickels. And those investing will be pleased.

4★ P-142 Vaughn Monroe
20-1703 MOONLIGHT AND ROSES
IT'S ONLY A PAPER MOON
20-1704 MOONGLOW
MOON OF MONAKOORA
20-1705 BLUE MOON
SHINE ON HARVEST MOON
20-1706 CAROLINA MOON
MOON LOVE
20-1707 MOON OVER MIAMI
RACING WITH THE MOON
The tunes in this album are all hits dating back to 1908 and on up to the present time. All feature Monroe on the choruses, plus the vocal assistance of the Norton Sisters and a Mixed Chorus. These are smartly orchestrated versions of old nostalgic favorites that will win nickels now just as they did in their prime. Will warrant, and get, plays on the automatics.

JUNE HAYDEN

Lovely C B S Singing Star

Introduces on SPOTLIGHT RECORDS the New Hit

Which All America Will Soon Be Singing:

"LET'S TALK ABOUT THE WEATHER"

The lyric (by Marla Shelton) goes like this:

"Let's talk about the weather,
Let's say our A B Cs,
When we're so close together
I might forget my Qs and Ps;
I'm floating like a feather,
After that kiss with you,
Let's talk about the weather,
Until my heart and I come to.

And please, don't look at me like that,
Your eyes do more than see;
You say your heart goes 'pitty pat',
But mine goes 'pity me'.
Let's talk about the weather,
Until I've counted ten,
Let's talk about the weather,
And then, let's kiss again."

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On the reverse side JUNE HAYDEN sings the beautiful new hit ballad, "I'M IN LOVE WITH A DREAM."

Both Sides with DON SWAN and His Orchestra

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Coinmatic Adds Records

LOS ANGELES—Coinmatic Distributors has taken on the national distribution of three record labels and will press all three in its local plants.

First label is "Co-Ed" which originates in the East and has been distributed for the past few years by the Sorority Fraternity Record Co. Three new releases are now being readied and will feature the Ministers of Melody Orchestra, Carl Bostic and His Orchestra with Norris, the Troubadour, Race blues and intercollegiate famed guitarist and vocal singer. Recordings will continue to be made in New York and masters will be shipped here for pressing.

Second label acquired by Coinmatic is "Westernair." Featured artists on the first release are all well known in the amusement field: Cal Shrum and his Rhythm Rangers, Walt Shrum and his Colorado Hillbillies, and Brett Wood, ace harmonica artist who was on the Orpheum time for more than 20 years.

Third acquisition for national distribution is University Records, headed by Jimmie Richards. Label will specialize in popular, ballads, fox trots, blues and race stuff and has lined up the Teen Agers Orchestra from the Hoagy Carmichael air show, Red Nichols and his Five Pennies, Ginger Snaps, Penny Parker and others.

In addition, Coinmatic is distributing National and Apollo records in the 11 western states and the Apollo records are also being pressed locally in Coinmatic's plants for western distribution.

Meyberg Burns Out

SAN FRANCISCO—A stubborn, three-alarm fire destroyed the Leo J. Meyberg Co., Victor-Bluebird record distributors, headquarters in the downtown district on September 24th. Loss was estimated at $300,000.

Elected Aireon V.P.

KANSAS CITY—The Board of Directors of Aireon Manufacturing Corp. has just voted one of the country's topnotch automatic phonograph experts into their organization as vice president—R. R. "Rudy" Greenbaum.

This announcement was made by R. C. Walker, president of Aireon, who at the same time said the company is starting manufacture of an automatic phonograph on which they plan to be in full production soon. Greenbaum has been setting up this music division with showrooms, sales offices, and an advertising campaign beamed to the introduction of Aireon's completely different automatic phonograph—an automatic phonograph using sensationally new principles.

Greenbaum, born in Toronto, Canada, and educated in Kansas City, Mo., is a nationally known figure in the automatic music field. In 1939 he took over the general salesmanagership of the Packard Manufacturing Corp., Indianapolis. From 1942 until his appointment with Aireon, Greenbaum served as regional chief of manpower utilization with the WMC in KC, Mo.

A Mason, Greenbaum is also a charter member of the Dapper Dan Club of Pittsburgh, Pa., a charitable organization. He is a charter member of the American Management Association and a member of the Executive and Salesmanagers' Club of New York.

Of special interest to phonograph operators was Greenbaum's recent swing around the country for the purpose of giving the trade an opportunity to select the type of phonograph cabinet they would like to see Aireon build. Thirty-two designs were shown at the displays held in leading hotels from San Francisco to the Waldorf-Astoria in New York where the tour climaxed.

Bud Parr Injured

LOS ANGELES—Bud Parr, head of General Music Co., returned to Los Angeles October 14th following a siege in a Utah hospital recuperating from shock, bruises and minor injuries sustained when his car was overturned about 100 miles east of Salt Lake City on the morning of September 28th. Parr, in company with Frank Sherwood, was en route to Chicago when the car hit a soft dirt shoulder and overturned. Sherwood was uninjured but the car rolled over several times and was completely demolished. Parr was thrown free of the wreck and sustained his injuries sliding on the pavement.

C. A. Robinson, fellow jobber and close friend of Bud's, flew north and accompanied him home on the train.

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"PENNY'S WORTH OF BOOGIE"
by RUSSELL JACQUET and Orch.

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THESE LOW DOWN BLUES SINGERS, MEMPHIS EDDIE PEE and JIMMY McCRACKLIN, ARE KEEPING JUKE BOXES WORKING OVERTIME

#2
"MISS MATTIE LEFT ME"
and
"MEAN, MISTREATED LOVER"
by Jimmy McCracklin

#3
"GOING BACK TO SMOKEY MOUNTAIN"
and
"MISTREATED ALL THE TIME"
by Memphis Eddie Pee

#4
"HIGHWAY 101"
"BABY, DON'T YOU WANT TO GO?"
by Jimmy McCracklin

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Nels Nelson Opens

LOS ANGELES—Nels Nelson, crack mechanic and service engineer, has opened a complete phonograph repair service under his own name at 2329 West Pico Blvd., at the corner of Elden in the heart of Coin Machine Row. The most complete repair and maintenance department in Southern California is now in the process of installation.

Nelson, who claims to be the only factory-trained mechanic in Southern California, is well known to music operators through his years of service in various Seeburg distributor branches, and his road work as Seeburg service instructor. In his own shop he will be assisted by Henry "Red" Surhoff, a top-flight mechanic who received his primary instruction from Nelson. "From there on he took to phonograph repairing like a duck takes to water," related Nels.

A department for buying and selling automatic music equipment will also be established.

Rock-Ola Appoints

CHICAGO—Rock-Ola has announced the appointment of their Michigan Distributors Organization. The Brilliant Music Co., Detroit, headed by Joe Brilliant and Bill Palmer, two of the best known coin-men in Michigan music circles, will handle the Detroit, Pontiac, Port Huron, Bay City, Saginaw and Flint metropolitan areas and the sixteen counties comprising the Eastern Michigan District.

The balance of the State will be handled by Great Lakes Sales Co., headed by "Bill" Doyle, with sales and service organization headquarters in Grand Rapids. Bill Doyle was formerly Manager of the Rock-Ola Southeastern District.

Briefs

BIRMINGHAM, Ala.—A new company has been formed here for the purpose of providing a reliable and friendly source of supply and repairs for Coin Machine Operators. New firm is known as the Harris Coin Machine Co. and headquarters have been established at 1328½ North 24th Street. Firm has been appointed distributor for the Gabel phonograph.

CHICAGO—Just how indispensable can a G. I. be in the service? This question was graphically answered recently when a certain senator pulled all the strings he knew about to secure the release on discharge of a certain soldier. When he met frustration at every point he asked just what made the G. I. so indispensable. Answer: He repaired the coin-operated devices at an army base!

BUFFALO—Bill Burghardt has closed his spot at Sunset Bay Beach and is back in town after a very successful season.

ST. LOUIS—There are no flies on John Gottfried, prexy of National Slug Rejectors, Inc. Rationing or not, John raises his own beef on the hoof and has three prize heifers on his farm at Pocahontas, Illinois.

WASHINGTON—The House Ways and Means Committee, in a preliminary session, has voted not to consider any immediate reduction in the excise tax, which means that the present tax will remain in effect until six months after the official end of hostilities, which is August 15, 1945. There is little hope for any relief on excise taxes in the year ahead.

RADFORD, Va.—This metropolis is considering the installation of coin-operated parking meters.

ST. LOUIS—The General Laboratories, Inc., has perfected a process of bottling whereby sugar can be stretched 15 per cent in carbonated beverages without loss of the sweetening strength. Several bottling firms are testing the product in the hope it will increase production 15 per cent under current sugar shortage regulations.

LOS ANGELES—Here's a tip for popcorn vending operators who have machines in, or near, theaters. Major complaint has been the prank of youngsters who eat the corn, blow up the bag, and punctuate the entertainment on the screen by smashing the air-filled bag with a resultant loud report. A theater manager out Pomona way had about all of such disturbances he could stomach. So, in co-operation with the operator, they punched small air holes in the bags . . . not large enough to let the corn drop through, but large enough to permit volumes of air to escape. Everything is peaceful and quiet in the movie

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Want a capable salesman who has had experience in the Coin Machine business, to associate himself permanently with a leading concern. Dependable, married man with car, 30 to 45 years of age preferred, to cover 3 to 5 states thoroughly.
Give all necessary information as to qualifications, experience and references in first letter.

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8 MFD. Cond. (Tub. Can), 600V	1.75	Micro Pick-Ups (Metal), Mills, Rock-Ola	3.00
16 MFD. Cond. (Tub. Can), 450V	1.75	Micro Pick-Ups (Bakelite)	4.75
16 MFD. Cond. (Tub. Can), 600V	2.50	2 Wire Rubber Covered Zip Cord. Ft	.02
8 MFD. Cond., 450V	.70	8" P.M. Speakers	4.00
16 MFD. Cond., 450V	.90	10" P.M. Speakers	6.25
20-20 MFD. Cond., 150V	.85	12" P.M. Speakers	8.00
Rock-Ola Motors (Drive)	18.50	Power Transformers, All Models	7.00
Wurlitzer Motors (Used)	26.50	Electric Soldering Irons	1.50
In Put—Out Put Transformers	2.25	5 Ft Shielded Wire with Posts (Both Ends), Improves Tone of Machine	.25
Volume Control Boxes, Wurlitzer	3.50	23150 Wurlitzer Block Ratchet Trip, 616, 500, 600, Etc.	1.10
Rock-Ola Belts	.60	23152 Catch Ratchet, 616, 500, Etc.	.60
Actuating Arms, All Models, Wurlitzer	3.00	Main Fibre Gears (the Best)	5.00
Front Glass for Wurl. 61 Counter Model	1.35	Aeropoint Needles at Special Prices This Month.	
Front Glass for Wurl. 71 Counter Model	.90		
Brake Bands, All Wurlitzer Models	1.00		

TUBES FOR THE COIN MACHINE INDUSTRY

10% DISCOUNT ON ORDERS OF $25.00 OR OVER!

01A $ .55	2A4G $1.75	6F8 $ .60	117L7 $1.85	35L6 $1.00	45 $ .80		
0Z4 1.10	3Q5 1.60	6G6 .50	117P7 1.85	35Z3 1.30	46-47 1.10		
C.E. 23 for Chicken Sams 1.65	5U4 .85	6H6 .65	117Z6 1.60	35Z5 .80	70L7 1.95		
	5V4 1.25	6J5 .60	12A8 1.00	50L6 1.10	50 1.00		
	5X4 .75	6J7 .75	12K7 1.00	50Y6 1.10	56 .65		
1A5 1.25	5Y3 .60	6K7 .85	12SA7 1.15	24 .85	57 .90		
1A7 1.60	5Z3 .90	6L6 1.15	12SJ7 .75	26 .75	58 .90		
1C5 1.10	5Z4 .90	6Q7 .90	12SK7 .85	27 .55	75 .85		
1H4 1.00	6A6 1.35	6SC7 .85	12SQ7 .85	30 1.00	76 .60		
1H5 1.30	6A8 1.00	6SK7 .80	12SR7 .70	32 .75	77 .90		
1LA6 2.35	6C5 .65	6SQ7 .90	14A7 1.50	33 1.00	78 .90		
1LD5 2.00	6C6 .90	6V6 .50	14C7 1.35	38 .60	79 .90		
1LE3 1.75	6C8 1.25	6X5 .85	25L6 1.30	39/44 .50	80 .65		
1N5 1.60	6D6 .80	7A8 1.30	25Z5 1.00	41 .85	83 1.00		
1Q5 1.60	6F5 1.00	70L7, Adpt., Compl... 1.45	25Z6 1.00	43 1.10	83V .75		
2A3 1.60	6F6 1.10		35A5 1.30		2051 1.45		

We have many more Tubes too numerous to mention—ready for shipment.
We have a full line of Phonograph Parts and Phonographs.
Deposit Required With All Orders!

ALBENA SALES CO.

587 10th AVE., NEW YORK 18, N. Y. • LOngacre 5-8334

house out in Pomona. Try it. It works!

PHILADELPHIA — Charlie Goldfine, theater operator, is going into the candy vending field now that supplies are increasing and a reasonable volume looks probable in the near future. Charlie is making installations in a number of flicker palaces and will augment his operations with some other locations.

HALIFAX, N. S.—Maurice O. Crowell, veteran jobber and distributor of automatic phonographs and amusement devices, passed away at his home here at 80. His son, O. R. Crowell, will continue his business.

SALEM, Ore.—There won't be any parking meters on Salem streets if the Salem Merchants Association can stop them. When the City Council received bids from six different parking meter organizations and was seriously considering the installation, the merchants got out petitions calling for a charter amendment which would bring the issue to a public vote and not permit the decision to rest with the city dads.

NEW YORK—Dave Engel is a grandfather by virtue of his daughter, Ruth Grodin, giving birth to Janice Patricia.

DETROIT—Mark Linkner and Max Moore have moved the headquarters for their Triangle Amusement Games to 6019 Trumbull Ave., former location of the Banner Novelty Co. Old spot on Woodrow Wilson Ave. was sold out from under them. Banner Novelty, now owned by Sam Weisberg, has moved to 8642 Linwood Ave.

BUFFALO—Ben Kulick, of the Mills Amusement Co., has bought the remaining machines of the old J. Malouf operations —approximately 30 machines and mostly music. Jubert Malouf, once one of the largest music operators in this area, is now completely free of coin machine operating.

HARTFORD, Conn. — The Phonomatic Music Co. has opened its new music headquarters at 129 New Britain Ave. in West Hartford and is now ready to serve music operators with the latest in records. C. B. Ross reports his firm has installed a series of soundproof booths for the convenience of the boys.

INDIANAPOLIS—Morris Caldren has purchased a cigarette route from his brother, Albert, who operates the Caldren Sales Co. Charles Caldren, who had been in the service and saw combat on the Continent, has been discharged and will soon be back with Caldren Sales handling his old routes.

CHICAGO—Mercury Co., St. Louis record manufacturer, has opened its second plant in Chicago and, according to Irving Green, prexy, will soon be pressing 700,000 records per week. Firm has 72 disc presses at St. Louis and is installing 48 here.

NEW YORK—*The Saturday Evening Post* handed the music industry some free publicity in its issue of October 6th when the front cover was given over to the portrayal of a "teen-agers" club and six couples dancing to the music of a modern streamlined automatic phonograph.

WINSLOW, Ariz.—To clean up traffic conditions on local streets the City Council has authorized the installation of 180 traffic meters.

Sponsors Programs

KANSAS CITY—A series of 20 weekly broadcasts by the local Philharmonic Orchestra, Efrem Kurtz conducting, is being sponsored this year by the Aireon Manufacturing Corp. First program is October 25th. Each program is 30 minutes and series will be known as the Aireon Philharmonic Hour of the Air.

* * *

Fisherman: Is this a public lake, my man?

Native: Yes, sir.

Fisherman: Then it wouldn't be a crime if I caught a couple of fish here.

Native: No, sir, it would be a miracle.

GAMES, CONSOLE SLOT & VEST POCKET

REPAIRING and REFINISHING

All work guaranteed

Bring 'Em In!

—— SEE ——

PAUL A. LAYMON

DISTRIBUTOR

1503 West Pico Los Angeles 15

Rx FOR AILING EQUIPMENT

Load 'em up so they'll ride easy, take the shortest direct route to 2307 West Pico and your troubles are over. We'll give 'em that "shot in the arm" that'll give 'em new machine earning power.

"Doc" (Fix-'em) Rutter

OPERATORS SERVICE

(Jimmie Rutter)

2307 W. Pico Blvd., Los Angeles 6, Calif.

DRexel 5015



You can always make

TOP MONEY

with new clean looking and attractive slots.

The new American Gold Chrome cabinet completely assembled for use with any Mills Escalator Mechanism is what you need for your best locations.

All you need is an American Gold Chrome Cabinet which consists of:

- √ **New Light Wood Cabinet**
- √ **New Drill Proof Lining**
- √ **New Gold Chrome Castings**
- √ **New Metal Reward Plate**
- √ **New Club Handle**
- √ **New Denominator**
- √ **Knee Action**

and any mechanism from the following Mills Machines. Mills Chrome Bells, Mills Brown Fronts, Mills Blue Fronts, Mills Extraordinary, Mills War Eagle, Mills Jackpot Front Vendors, Mills Flashers, Mills Jumbo Parade, Mills Square Bells, Mills Double Jackpot Skyscrapers, Mills Wolfhead.

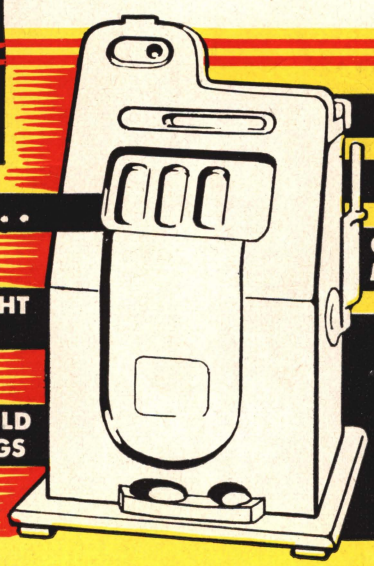
Cabinet completely drilled, tapped and assembled, ready for mechanism—Packed individually. An hour's work and you have a rebuilt GOLD CHROME. Reward plates furnished 2-5 or 3-5 pay in any denominations.

$39.50 Complete

Write for distributor's special deal.

RED HOT SPECIAL

300 Mills Original slots at the lowest prices in the country. We won't be undersold. Contact us for special prices. Positively don't buy unless you contact us. We guarantee to save you money.



- KNEE ACTION . . . .
- BRAND NEW LIGHT CABINET
- BRAND NEW GOLD CHROME CASTINGS
- DRILL PROOF
- CLUB HANDLE
- CLEANED AND PLATED MECHANISM

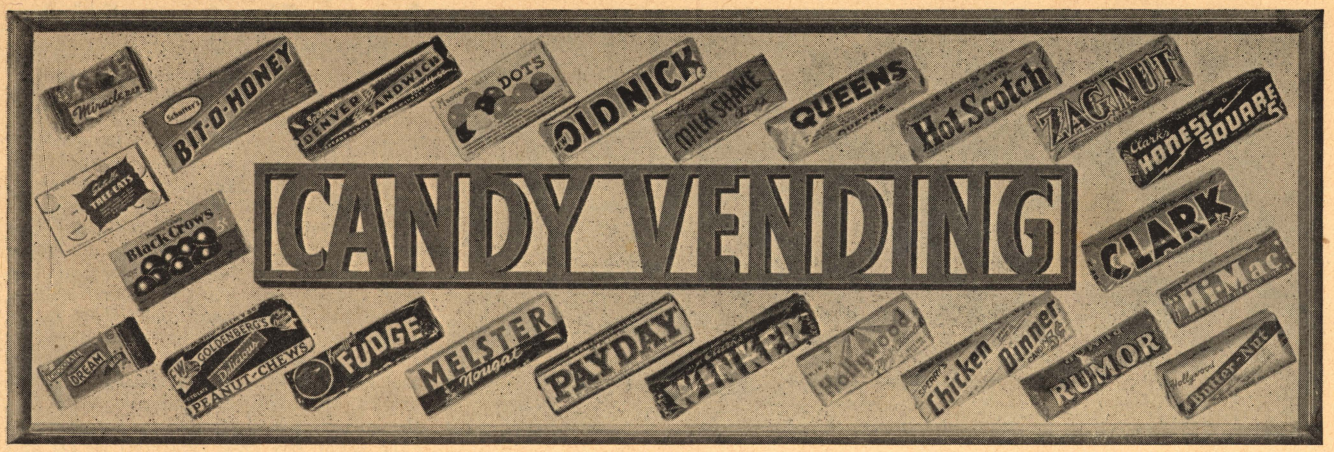
Money Back Guarantee

If machine is unsatisfactory for any reason — return it within five days and get your money back.

American Amusement Co.

4047 W. FULLERTON AVE., CHICAGO 39, ILL. • BELMONT 0728-0729

"IF YOU MISS US - YOU MISS MAKING MONEY"



Wrigley Assigned Patent

CHICAGO—Candy manufacturers across the country are curious as to what's behind the story of Wm. Wrigley Jr. Co.'s becoming the possessors of a patent covering an improvement in the manufacture of chocolate candy and confections to keep them from melting in hot weather.

The process, patented by Herbert W. Conner and Raymond W. Crosley, Chicago, who were granted Patent No. 2,384,077, consists of taking an almost solid mixture of chocolate and sugar and cold-working it while preventing the temperature from exceeding 83 degrees Fahrenheit. The resultant product is compacted into a block from which confections may be formed to stand up under elevated temperatures without undue softening. The patent was assigned to the Wrigley Co.

* * *

REVIEW ADS PAY ! ! ! !

6th Regional N.A.M.A. Executive Council Elects Permanent Chairman

By JACK KELNER

The sixth regional council of the National Automatic Merchandising Association, composed of representatives of the members from the States of Illinois, Indiana, and Wisconsin, met for the first time at a luncheon held in the Palmer House in Chicago.

It was a grand lunch and a most lucrative meeting. Lucrative, in the sense that a great deal was accomplished. In fact, more was accomplished in the matter of aiding the merchandise vendor operator in the two hours of this meeting than has ever been accomplished in the many years I have been attending gatherings of this nature. The first grand thing the delegates did was to put a man like R. L. (Choo-choo) Strain at the helm of this Council. And because he *was* at the helm, things began to move, and to click.

It isn't for nothing he has been nicknamed Choo-choo Strain. Strain is vice president of the American Locker Co., the national organization that puts those Godsends right where they do you the most good . . . those steel lockers you see in railroad depots in which you can park your luggage for a dime, and not lose it,

CLEAN MACHINES

Pan's

HARD SHELL CANDIES

A Winning Combination!

•

Pan Confections

345 West Erie Street, Chicago 10, Illinois

THE BIG TWO

OF THE CANDY BAR WORLD



SCHUTTER CANDY COMPANY, CHICAGO

Factory: Chicago, Illinois . . . General Offices: St. Louis 3, Mo.



6th Regional Executive Council of N. A. M. A. Standing: Lt. (s. g.) Frank Newman, John Pepple, Copeland Russell, Tom Vaughn, Don Gullion, Clint Darling, Tom Hungerford, Harry Dwyer. Seated: Howard Hultz, Bill Swingler, R. L. Strain (Chairman), Jack Kelner and Arthur Goldblatt.

or wait in line to put packages in or take them out. And, while I think of it, I'd like to see these lockers in the corner drug store, where I could park my umbrella or groceries until I come back that way later and pick them up to take home.

To get back to the meeting: All the best people were there, including Bill Swingler, Chicago Sales Manager for Automatic Canteen of America; John Pepple, District Manager for The Peerless Weighing and Vending Machine Co.; Copeland Russell of Milwaukee, who runs an operation known as Russell Appliances; Harry Dwyer of the Dwyer Novelty Co., Anderson, Indiana; Don Gullion, Chicago representative of the Niklelok Co. of Indianapolis, the outfit that has those locks on the exclusive public toilets you've met in the lower reaches of the best hotels; Howard Hultz, of Hultz and Maiers, Springfield, Illinois, cigvendor operators of great repute; Arthur Goldblatt, vending machine manager for the Chicago division of Royal Crown Bottling Co. (and a right smart operator); and last your truly, Jack Kelner of Kelner Vendors of Chicago, exclusively cigvendors.

The only other member of the council is Waldo Bolen, President of the Northwestern Company of Morris, Illinois, makers of those very famous peanut vendors. He could not attend, and therefore didn't get into the picture, of course. The Council will have to take these photographs all over again because it just isn't right without the handsome visage of Waldo Bolen, with whom we have been photographed in many a picture in the old coin machine convention days.

The other men in attendance at the meeting were quite naturally the guiding spirits and the real backbone of the N. A. M. A.: Executive Secretary Clinton S. Darling, his able assistant Tom Vaughn, and the new publicity director of the N. A. M. A., Tom Hungerford. We were all very much surprised and pleased by the presence in town, and at this meeting, of the former right-hand man to Clint Darling, Lt. (s. g.) Frank Newman, on leave from the Navy. Frank has seen plenty of action in the South Pacific, and was here for a much needed rest. Prior to getting back to his old haunts he had been hospitalized for quite a stretch.

The purpose and objective in forming these regional councils is to create a nationwide, closely knit organization, small and not unwieldy, representative of all the vendor operators, distributors and manufacturers that can deal effectively with every *local* legislative or action subversive to the industry, with the knowledge and experience of the *national organization* always at its fingertips. If something should happen to hurt the vending business in some small community the local regional council will act to combat the trouble *immediately*, without the necessity for the small operator to attempt to get the national office in a distant city. Thus, the national organization is extending the benefits of its cumulative experience, files, and funds to every town and hamlet in a great saving of time . . . which is of the utmost importance in matters like this.

The executive committee meeting had also before it for discussion the matters of SLUGS, their use and manufacture; vandalism of vending machines; liability; ex-employees' theft of GOOD WILL and contracts; and threat of OPA red ration tokens jamming the penny or dime slots in vendors.

Other regional councils throughout the nation are established in the following cities: Boston, New York, Washington, D. C., Atlanta, Columbus, Ohio; Minneapolis, Kansas City, Mo.; Dallas, Los Angeles, San Francisco, and Seattle. Home office of N. A. M. A. is in Chicago at 120 South LaSalle Street, Chicago 4, Illinois.

CANDY MACHINES WANTED

STONER CANDY MACHINES
Either 6 or 8 Column, in Any Condition.

Phone or Wire Collect!!

AUTOMATIC SALES CO.
2021 Carroll Ave., Chicago 12
CALumet 0005

Sargent Quitting Chi.

CEDAR RAPIDS, Ia. — Sargent Co., manufacturers of candy and gum vendors, is constructing a plant here and will move from Chicago before the end of October, according to Haskell Sargent, manager and son of the late Fred Sargent, who was president of the Northwestern Railroad.

* * *

Heard in a woman's shoe store: "Ouch! I'll take that pair."

Sugar Shortage Sticks

CHICAGO—The next three months will see the sugar shortage at its worst, according to leading candy officials, and the big problem will not be to get more sugar, but to get Ration Evidence fully honored.

Speaking before a meeting of the Association of Manufacturers of Confectionery and Chocolate in New York, Joseph F. Abbott, president of the American Sugar Refining Co., said: "One of the big problems during the fourth quarter of this year and the first quarter of next will be to get the 50 per cent sugar their ration evidences call for, rather than have the ration evidence itself." Abbott blamed the government's bad planning and improper allocation of available sugar for the current situation, adding that as much cane sugar has been delivered so far this year as last year.

Pointing out that the Cuban crop won't start coming on the market until about March, Abbott said that he felt the situation would continue "very tight for the next five months at least." The Cuban crop, according to reliable sources, is expected to total more than 4,000,000 tons.

Candy men, in part, see some aid to the sugar supply by the discovery of 1,600,000 tons of sugar left by the Japanese in Java ports. Agriculture Secretary Anderson has announced that "this sugar will be added to the world sugar pool currently estimated at 10,000,000 tons and will very greatly shorten the period of sugar rationing in the United States."

However, the United States' share of this sugar may total only 700,000 or 800,000 tons if based on previous allocations.

Gum by Plane

LOS ANGELES—On Sept. 24th two planeloads of chewing gum from Bowman Gum, Inc., Philadelphia, arrived in Los Angeles and San Francisco to mark the first airborne freight shipment of gum to come West.

Planes were given a royal sendoff by Bowman Gum officials in Philadelphia and their arrival on the Coast touched off considerable publicity in L. A. and S. F., newspapers and display ads plugged the gum and its evident freshness.

Bowman Gum is enthusiastic about the growth of air freight traffic and envisions the extensive use of air shipments by their company in order to maintain the maximum freshness on their line of Warren's chewing gum.

Promote Bit-O-Honey

CHICAGO—In a broadside released by Schutter Candy Co., it is estimated that 25 million families meet Miss *BIT-O-HONEY* periodically in the Sunday comic sections of 46 newspapers and in 17 top-ranking comic books, while an additional 6 million families, reached by ads in numerous well-known women's magazines, bring the total to 31 million families who, each month, see Miss *BIT-O-HONEY* sweetly sell her favorite candy.

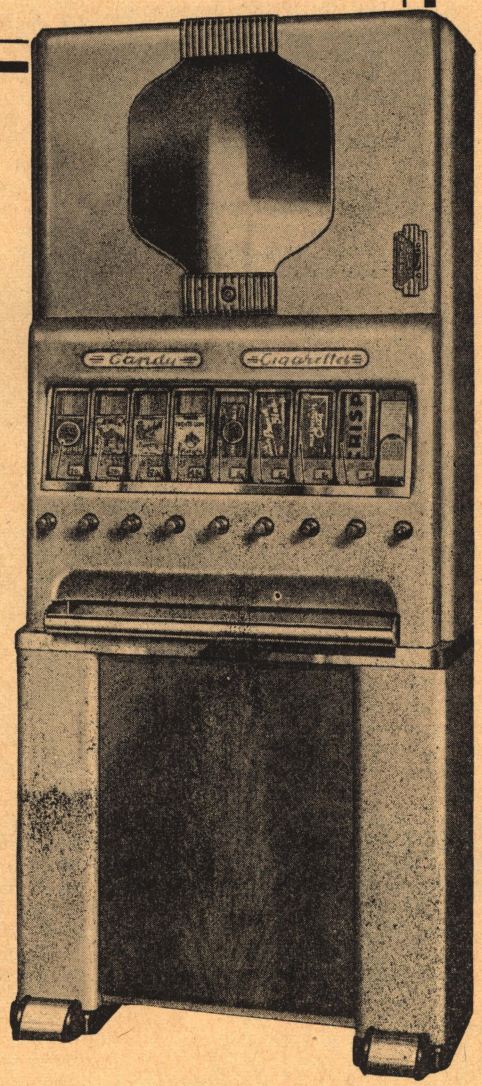
Vendor Use Increases

NEW YORK—The October issue of *Confectioners' Journal* carries an article entitled "Will Vending Machine Sales Reach Larger Percentage," which is based upon a Department of Commerce survey reported in last month's issue of THE REVIEW. In concluding its treatment of the findings, the candy paper concludes: "During these post-war years, and especially when sugar and other ingredients again become plentiful, vending machine sales may climb to even larger percentages."

IT'S ON THE WAY!

and Better than ever

Univendor



Remember . . . UNIVENDOR *offers these outstanding advantages:*

Assorted Merchandise Feature . . . UNIVENDOR dispenses candy, gum, cigarettes, mints, cough drops and a wide variety of other merchandise ranging in price from 5c to 20c. A simple adjustment sets the columns for the items most popular at a particular location.

Trouble-Free Performance and *Long Life . . .* During the difficult war years, UNIVENDOR machines consistently proved the superior quality of their construction. Operators everywhere discovered that their UNIVENDORS were tops for smooth performance and dependability.

Beauty of Design . . . The handsome modern lines and attractive finish of UNIVENDOR machines blend with any surroundings. In appearance, as in performance, UNIVENDOR is unequalled.

So Wait for UNIVENDOR—
and Have the Finest.

STONER MFG. CORP.

Aurora, Illinois

Gov. Candy Handling Stinks to Hi Heaven

WASHINGTON—A fine job of bungling has just been revealed here with the government sending some of its surplus property right back where it came from—to the manufacturers.

Included in the so-called "surplus" was a huge stock of candy, cocoa and chocolate bars which the government wanted to convert to cash, even if a loss would be taken. Most of the candy and chocolate products had deteriorated since the government bought them for the armed forces. Rather than permit the government to dump this defective merchandise on the civilian market and ruin brand names that manufacturers have spent years and millions of dollars in advertising to perpetuate as the trade-mark of quality, the candy manufacturers agreed to pay the government the f. o. b. shipping point price of the goods and take them back. Some of it can be reworked, the surplus board said, but the "indications are manufacturers will lose some money, but write it off to brand-name protection."

Inasmuch as the surplus board adds that a comparatively small quantity of goods was involved insofar as the candy industry was concerned, it seems a fine "thank you" from the government for the marvelous job the confectionery manufacturers did to provide the candy on government orders during the war. The candy manufacturers can rightfully turn the other cheek.

Hershey Dies

HERSHEY, Pa.—Milton S. Hershey, who made a fortune of millions of dollars in chocolate and cocoa and gave it away to orphan boys, died October 13th in the Hershey Hospital in this central Pennsylvania town he founded in a cornfield in 1903. He was 88.

The aged philanthropist became ill October 11th and was removed to the Hershey Hospital, which he gave to this community.

Hershey was born Sept. 13, 1857, near the tract on which he founded a business of making cocoa and five-cent chocolate bars. His success was built on three failures. He first sold candy at Philadelphia, but went out of business after his horse-drawn wagon was wrecked. He next borrowed money to set himself up in a caramel making business in New York and failed again. After a similar fate in Chicago he went to Lancaster, Pa., in 1888 for another try at caramel making. Fifteen years later he sold out for $1,000,000.

With this stake he bought 1200 acres near his birthplace and founded his chocolate business, which eventually expanded into Cuba, where sugar was grown, refined and shipped over his own railroads.

The town of Hershey became a show place in Pennsylvania with its resort hotel, four golf courses, big swimming pool, a sports arena seating 8,000, a park of 1,000 acres and a ballroom that has accommodated 4,000 dancers at a time. The town has a population of more than 4,000.

A childless widower, Hershey, three years after his wife's death in 1915, made "The Orphan Boys of America" his heirs by transferring his chocolate holdings to the Hershey Industrial School for Orphan Boys he established in 1905. The school for boys 4 to 15 years of age has an enrollment of approximately 800. Hershey officials estimated in 1944 the fund in trust for the school had reached $84,000,000.

Vendors Increasing

WASHINGTON—For the first time since the Department of Commerce has been conducting surveys on the candy business, some statistical data has been prepared on the vending machine as an outlet in the distribution of candy to consumers.

Results show that sales through vending machines in this initial and incomplete survey vary from a high of 11 per cent of total volume for firms with an annual business of from one to two millions in 1, 5 and 10 cent items, to a low of 3 per cent among firms doing more than two million dollars a year.

The following table gives a clear picture of the extent of vending machine sales during 1944 (a war year when candy supplies were short and thousands of vendors were in storage and not in operation):

Percentage of Sales Through Vending Machines

Firms Selling 1, 5 and 10 cent items

No. of Firms Reporting	Total Business (add 000)	Pct. Sold Through Vending Machines
20	$2,000 or more	3.
15	1 to 2,000	11.
17	500 to 1,000	6.
13	250 to 500	3.
15	100 to 250	3.7
13	20 to 100	1.3
7	less than 20	5.5

Bars That Never Were

CHICAGO—Although the government has cancelled contracts covering 327,000,000 candy bars, these bars will never reach the trade or the public because they never existed except on paper.

So revealed Philip P. Gott, president of the National Confectioners' Association, in interpreting recent press dispatches of confectionery "releases" by the armed forces.

The bars, originally ordered for early delivery in 1946, had not been manufactured when the contracts were terminated. The candy was intended for resale overseas and through ships' stores. Sugar for the bars, which would have been made available by the Government on an ex-quota basis, will remain in the nation's general supply.

* * *

Pat: "Got a sweetheart yet, Tilly?"

Tilly: "Yes, and he's a regular gentleman."

Pat: "You don't say so!"

Tilly: "Yes, he took me to a restaurant last night and poured tea into a saucer to cool it, but he didn't blow it like common people do—he fanned it with his hat!"

Grocer Adds Vendors

BALTIMORE—Schrieber Bros., large retail grocery, reports exceptionally fine success with the candy vending machines installed in their stores. Installation was made by the Vend-O-Mat Co., headed by Bernard Scheuer. Six machines are located on the main floor in a section formerly used for retailing bakery goods and two are installed in the basement store.

In self-service groceries it has never been a profitable practice to place candy bars and small items within customer reach and these have generally been sold from shelves near the cash register. With help shortages Schrieber Bros. are finding that the automatic vending devices do the job properly with no loss whatsoever. So successful has the candy installation proven that Schrieber's are now considering the installation of a battery of cigarette vendors to take care of their cigarette sales.

The grocery field opens up a huge new outlet for operators to place machines and on test locations they have proven very profitable installations. Grocers are glad to be relieved of the servicing, stocking and maintenance problems in return for a small commission on the sales, and prominent positions in the stores result in volume sales for operators.

Shotwell Plugs Bars

CHICAGO—Shotwell Mfg. Co., producers of *Hi-Mac*, *Big Yank* and other nationally known candy bars, has launched a nation-wide campaign in magazines and on radio for its products.

Singing commercials for *Hi-Mac* are being aired 50 times weekly on four local stations and the firm is featuring the bar as a "health extra" because of added Vitamin B1, which it claims is found in no other nationally known 5-cent bar. Ads in two dozen national magazines are also stressing the "health extra" feature.

Company has resumed manufacture of Big Yank, which was suspended at beginning of war, and is including announcement of its return in its ads.

New Asco Home

NEWARK, N. J.—Five thousand square feet of space comprise the new building for the Asco Vending Machine and Asco Packing Co., which was opened with a big housewarming attended by many local coin machine men.

New building represents the first step in Al Cohen's post-war plans to make Asco a complete vending machine and supply service for operators. Firm will soon make announcements on a 5-cent hot peanut machine and a 3-column folder type postage stamp machine which are being manufactured exclusively for Asco distribution.

Northwestern



Your Assurance Of Postwar Security

Time and time again Northwestern bulk venders have proved their worth as steady, dependable money-makers under any and all conditions. That's why so many operators, and others interested in a permanent income, are looking forward to the time when these machines will again be available. To make sure of your postwar success, plan now to invest in Northwesterns---venders built for operating. In the meantime, keep in touch with activities through our free monthly paper The Northwesterner.

THE NORTHWESTERN CORPORATION
3 EAST ARMSTRONG STREET, MORRIS, ILLINOIS

CHOCOLATES

Operators Asst's—25% Dep.—24 Hour Service

MDSE. & 1 lb. Boxes Choc. Nut Clusters Holes	Name	Profit	Deals Price
800	5c Mirrow Chest & 15 lbs...	$28.40	$11.75
1200	5c Musical Chest & 20 lbs.	38.50	21.50

MDSE. & TRADE AWARD DEALS

1200	5c 8 Cuddle 13 in Dolls.....	$45.50	$ 9.95
1200	5c Cedar Chest & 1 lb....	45.50	13.45

24 1 lb. Boxes Choc. Nut Clusters.....$14.65
36 1 lb. Cello Wrapped Fruit Cake..... 18.00
Deals all kinds—Push Cards, etc.

DELUXE SALES CO.
DELUXE BUILDING
BLUE EARTH, MINN.

At Last

THE NEWS HAS BEEN RECEIVED!!

Northwestern De Luxe

(The World's Finest Bulk Vendor)

WILL BE ROLLING OFF THE ASSEMBLY LINE SOON

Orders Will Be Filled In the Rotation in Which They Are Received!

Operators' Supplies

- **Coin Wrappers**
- **Coin Counters**
- **Key Rings**
- **Flexo Tools**
- **Charms**



If—

IT'S VENDING MACHINES YOU WANT— WE HAVE THEM!!

For Early Delivery—CLIP and MAIL COUPON TODAY

VIKING SPECIALTY COMPANY

530 Golden Gate Avenue
SAN FRANCISCO 2,
CALIFORNIA

Viking Specialty Co.,
530 Golden Gate Ave.,
San Francisco 2, Calif.

Date.....

I am interested in purchasing some new Northwestern DeLuxe Vendors. Please advise about when you will be able to deliver to me. I shall be in the market for .....machines.

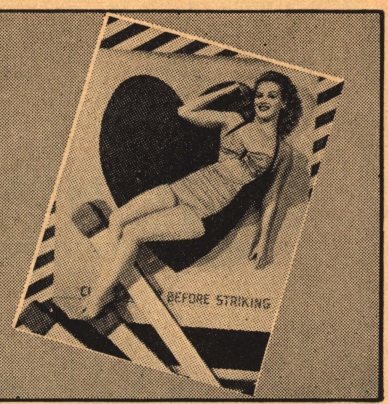
Name.....

Firm Name.....

Address.....

City.....**Zone**.....**State**.....

CIGARETTE VENDING



Vendors Back on Locations As Cig. Shortage Eases

CHICAGO—Reports coming in from cigarette vending machine operators all over the country indicate that a partial return to normalcy of operation is already in evidence in most of the key cities and now it's no longer the shortage of cigarettes—it's the shortage of vendors.

Cigarette factories are at a new high in production and during the month of August produced nearly 28½ billion cigarettes, more than three billion cigarettes above the biggest output for any single month in the previous history of the trade. Which fact, taken in connection with the big jump which followed the 17 billion production in April, accounts for the news that some vending machine operators are asking: "Won't someone supply a machine that will vend the damn things by the carton?"

Prior to the end of April the factories had been releasing from 17 to 20 billion cigarettes monthly to the civilian trade, which, as everyone remembers, was not enough. Then May production jumped to 21¼ billions; June to 24 1/3 billions; July dropped back to a little less than 22 billions. However, it was the big June production that actually broke the cigarette famine, made an end to cigarette lines and brought cigarettes back into the vending machines.

In the first seven months of the year civilian cigarette smokers have had 7 1/3 billion more cigarettes than they had in the corresponding period of 1944, but August's prodigious and unheard of output of 28½ billions accounts for the greater part of that quantity.

Distribution difficulties seem to be ironing out and key cities report plenty of cigarettes and all popular brands available in ample quantities. In fact, price wars have broken out in Los Angeles and Cleveland retail outlets and other large cities report chain stores slashing carton prices.

In most cases operators did not remove their vendors from locations, and those that did take them in for repainting and storage had arrangements whereby the units were to be reinstalled as soon as cigarette stocks were available. As a result there is practically no evidence of location jumping on checks made in the East and most operators are lamenting the fact that it may be another sixty days or more before new cigarette vendors are available. Worn-out and broken down machines wrecked to provide parts for others have created a shortage of vendors to cover the same spots as before the war.

From Washington, D. C., the United States Department of Agriculture announces that all leaf tobacco grown in the U. S. amounted this year to 1,999,000,000 pounds, an all-time record crop, exceeding last year's total by 49 million pounds.

Total holdings of old tobaccos by leaf dealers and manufacturers on July 1st were reported at 2,492,783,000 pounds. According to estimates, that is about 14 to 18 months' supply.

New Rowes Jan. 1

BELLEVILLE, N. J.—A record production goal for vending machines has been set by the Rowe Manufacturing Co., Inc. leading manufacturer of automatic merchandising equipment, it was announced here today by R. Z. Greene. He said the company's Belleville and Clifton plants have already begun manufacturing Rowe's first post-war cigarette vending machine, the "Crusader." Deliveries will get under way on Jan. 1 and will be accelerated as the production peak is reached.

Wartime increases in the use of vending machines and anticipated expansion of the industry in the immediate future are reflected, according to Greene, in the magnitude of orders already received for the cigarette machine. He pointed out that, despite wartime curbs on vending machine production and shortages of merchandise, more people than ever before made purchases through automatic venders at factories, shipyards and Army and Navy posts.

The Rowe Co. discontinued vending machine production shortly after Pearl Harbor, when the entire facilities were converted to war work, including production of the famed M-69 incendiary cluster bomb.

LOCKS
KEY RINGS
NICKEL NUDGERS
(Convenient Change Device)
LIGHT BULBS FOR
GAMES (ALL SIZES)
—Before Buying See—
PAUL A. LAYMON
DISTRIBUTOR
1503 West Pico Los Angeles 15

Automatic Instrument Buys DuGrenier

HAVERHILL, Mass.—All of the capital stock of Arthur H. DuGrenier, Inc., was purchased Oct. 10th by the Automatic Instrument Co. from Frank C. DuGrenier and Miss Blanche E. Bouchard. Arthur H. DuGrenier, Inc., was founded in 1928 by the late Arthur H. DuGrenier, a pioneer in the development of vending machines and in the introduction of sound business practices into the then infant industry. The first DuGrenier vending machine was built in 1915. Under the capable management of Miss Bouchard, as Treasurer, and of Frank DuGrenier, who succeeded to the Presidency following his father's death in 1933, the DuGrenier company has achieved an outstanding position in the coin machine field. Frank C. DuGrenier will continue his association with the company as a consulting engineer, although both he and Miss Bouchard retired as officers following the sale of their stock interests.

The new owners, headed by John W. Haddock, President, do not contemplate other changes in either the personnel or the policies of the DuGrenier company, which will operate as a separate division of the Automatic Instrument Co., and the only announcement made was that Burnhart "Bip" Glassgold undertakes the direct management of the DuGrenier business as Vice-President and General Manager, with Paul Kyburg as assistant General Manager of the firm.

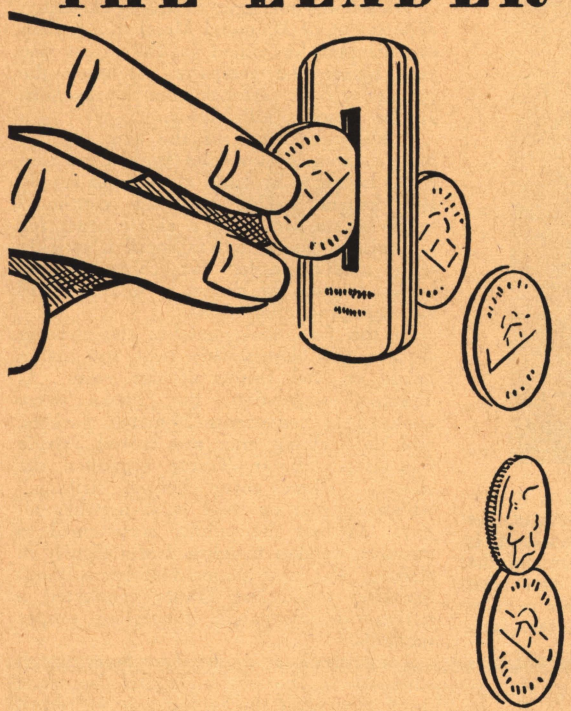
After a brilliant scholastic record at Cornell University, Glassgold continued to law school and entered private practice in New York in 1930. He relinquished his law practice to pursue a career in business administration, and was appointed Secretary and General Counsel for Snider Packing Corp. in Rochester, New York, in 1932. After a number of years with this company he resumed the practice of law, with particular emphasis on coin machine legislation, and in 1940 became General Manager of the U-Need-A Pak Products Corp. In 1941, after introducing modern designing to cigarette vending machines, Glassgold accepted the position of Sales Manager in the DuGrenier organization.

Automatic Instrument Co. made this purchase as a step in the expansion program of its new management because of its belief both in the opportunities presented by the vending machine field and in the strength of the DuGrenier position in the field. Haddock stated that it was the intention of the new owners to strive constantly to produce finer automatic merchandisers and to stand squarely behind all DuGrenier products in service.

* * *

She has an hour-glass figure . . . and makes every minute count.

THE LEADER LEADS AGAIN....



The Crusader

Deliveries Start Jan. 1st

Worth waiting for!... And now it will soon be here!... Rowe's latest and greatest cigarette vending machine!... The CRUSADER ... Ready Jan. 1st.

COIN MACHINE REVIEW **59** FOR NOVEMBER 1945

The ROWE CRUSADER incorporates not only the Rowe-pioneered, time-proven advantages and features of the past, but also the Rowe-firsts of today in the form of many new and specific improvements.

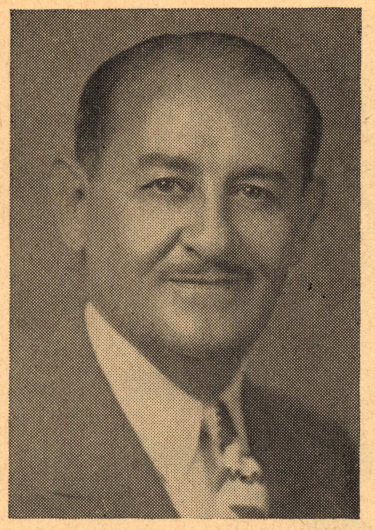
The CRUSADER is a proven machine, not a test model. It is the product of intense research in ROWE'S laboratories. Every mechanical feature has been given the "torture" test. Every new feature is the result of careful surveys of operators' requirements. And more than one hundred CRUSADERS have been placed in old cabinets operating in locations that would give them the toughest usage in order that any hidden "bugs" could be eliminated. The ROWE CRUSADER is a cigarette machine built by an OPERATOR FOR OPERATORS.

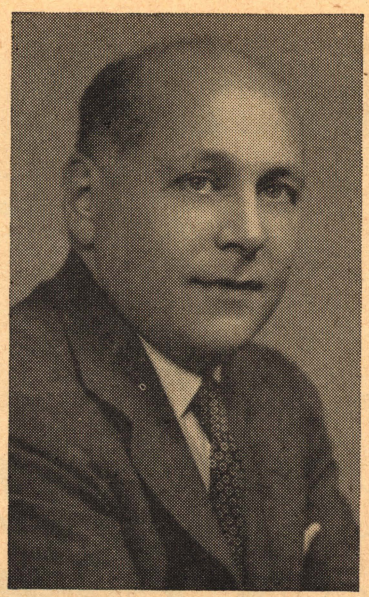
The CRUSADER—Jan. 1st.



ROWE MANUFACTURING COMPANY, INC., BELLEVILLE, N. J.

World's Leading Manufacturer of Automatic Merchandising Equipment





Above: Alfred A. Price, and on the right: Lester L. Paul who have formed U-Need-A Sales in New York to distribute U-Need-A Vendors.

U-Need-A Sales Starts

NEW YORK—Announcement has been made by Leo Willens, sales director of U-Need-A Vendors, Inc., manufacturers of cigarette and candy merchandisers, of the appointment of Lester L. Paul and Alfred A. Price as distributors for the line in New York State, including the metropolitan district.

The new distributors have formed a company under the name of U-Need-A Sales with offices at 625 Tenth Avenue, New York City, in the heart of Coin Machine Row.

Paul comes to the U-Need-A firm after a great many years of varied experience in the sale of cigarette vending machines, having started with the old Stewart & McGuire firm some years back. He interrupted his activities in the vending machine business to go to Detroit, where he represented the Mutual Benefit Company of Omaha for three years.

STYNAMITE

The Miracle Soil Remover

REMOVES DIRT, GREASE and SMOKE

from

AMUSEMENT GAMES

The miracle cleaner for operators. Tried — tested — proven. Ideal for cleaning all types of equipment. Triple strength but harmless to hands and fabrics. Apply with brush, wipe off with a cloth—PRESTO—clean as a whistle!!!

ONLY $1.50 GALLON

Give this Cleaner a trial today. You'll be amazed!

EXCLUSIVE DISTRIBUTORS

PAUL A. LAYMON

DISTRIBUTOR

1503 West Pico Los Angeles 15

Al Price has been associated with the Hudson Cigarette Service, an operation, as manager for the past five years and is thoroughly experienced in that end of the business. Previous to that he had been engaged in the automobile business as sales agent for one of the larger manufacturers.

Famous Preacher Addresses Table

By JACK KELNER

It has always been my firm belief that merchandise vendor operators should firmly identify themselves with the industry whose merchandise they distribute through their vendors. For instance: a candy vendor operator should seek to mingle and to mix and join in the organizations of the Candy Industry; a cigaret vendor operator should do likewise with the Tobacco Industry. Essentially these operators are distributors of *merchandise*, not coin machines. Theirs is only a *METHOD* of distribution. Actually, a cigvendor is more of a *tobacco man* than he is a coin man. He should also seek to abide by the ethics and the rules pertaining to the sale of his *merchandise*, and not assume that his is a *special* business, and he has special privileges or can make special rules for his method of distribution.

For the future good health of the vending business, if all operators would get into the spirit of thinking along the lines of their merchandise industries, there would be less animosity between the "across-the-counter" dealer and the vendor operator . . . and there would be a decreased tendency for legislators to think of the vending machine business in the same breath with the rest of the Coin Industry.

There is no attempt here to foster a "holier-than-thou" attitude between the vending machine operator and the amusement or phono operator, but you can't couple them in the matter of taxes, as so many city fathers and state lawmakers have been wont to do. You just can't pay the same kind of moneys on peanut sales and candy sales or cigaret sales as you do on the other items that come from coin slots. All this is merely a preface to my reasons for being so active in the Tobacco Industry. As cigarets go, so I go, and without them, though I may have the finest vendors in the world, I am nil . . . this has been brought home so forcefully these past cig-shortage months.

At the weekly Tuesday luncheon of the Chicago Tobacco Table held in the Bamboo Room in the Hotel Sherman, on October 2nd, we had the privilege and pleasure of listening to the nationally famous preacher Dr. Preston Bradley. Before I go any further, I want to go on record as saying that it was the most interesting, comprehensive, and instructive talk I have ever heard on the matter of tobacco. It wasn't just a talk on the manufacture of the product, or the evils or virtues of the "fragrant weed," but a forthright confession, if you please, of a simple but understanding man, very highly informed, on what smoking means to him.

The fact that his life's work has made him the spiritual guide of his church members, he feels, should not deprive him of the pleasures of his pipes. To him, smoking is a mood, a spirit. He owns some four hundred pipes, and not a single one was acquired for its intrinsic value, or its special carving, or because it was associated with any famous incident or personality. No, they are pipes that represent a particular desire for relaxation that the smoke of the burning leaf will afford in that particular vehicle.

Dr. Bradley does a great deal of reading, perhaps eight or more books a week, and all this reading is done in bed, after midnight. Only then, and in that place, he confesses, can he find the real freedom and relaxation necessary to completely absorb an author's viewpoint. Only at these hours can he be assured of freedom from phones and callers. He will read till four or five in the morning and then fall fast asleep till duty calls late the next day. And in all this reading, he has a trusted and valuable friend, and able ally, his pipe.

He is a connoisseur of tobaccos, acquired from many years of traveling and long years of experimenting. He says he

(See FAMOUS PREACHER, Page 62)

Match Pioneer Dies

Henry C. Traute, Sr., whose salesmanship introduced American smokers to paper book matches a half century ago, passed away in September.

Traute was manager of the book match department of Diamond Match Co., which organization he joined in 1894, just one year before the company purchased the patent for book matches from the inventor, Joshua Pusey, Philadelphia.

Public acceptance of the new type of matches was so slow that enough matches could be made by hand methods to supply the demand. This condition continued until Traute turned in a single order for ten million books and followed it quickly with another order for thirty million books, forcing the design of machinery to step up production rates.

In the first book matches the striking surface was dangerously near the match heads on the inside of the cover. At Traute's suggestion the books were changed to convenient 20-match packets, and the striking area was moved outside for safety. Later, Traute suggested the slogan, "Close cover before striking," which appears on most book matches today. At first the public, accustomed to stronger wooden matches, had difficulty in striking the new paper matches without breaking them, but Traute conducted a nation-wide campaign, illustrating proper methods.

Long credited as the first book match salesman in the world, Traute also made more sales, and the largest sale of record —one billion books of matches—which he sold to William Wrigley on their first meeting.

JOTTINGS FROM THE COIN CAPITOL

By JACK KELNER

The World's Series brought a great many coin men to Chicago last week . . . and coupled with the usual amount of visitors to the Coin Capital, we had quite a crowd! Spirits run higher with the usually optimistic coin man during events like these, and some extraordinary glorious "times" were reported to me. Among the visitors enjoying the thrills of the ball games plus the get-togethers with the coin manufacturers were: HENRY NELSON of St. Ignace, Michigan. That's the little town up on top of Lake Michigan at the Straits of Mackinac, where the wind and snows blow cold in winter, and the sun and air are so bracing in summer. This de luxe operator was really enjoying himself, and it is reported that he had quite a large sum of money wagered on the games. Whether he won or lost we can't tell, because he is the kind of a guy who can take a loss with a smile, and Hank was all smiles around here. He visited with the principal manufacturers, who were glad to see him and because Hank is QUITE a buyer.

HARRY ARNSBERG, brother of ACE ARNSBERG of Portland, Oregon, and the Premier Sales Co., was here with his very, very charming wife. They had a gorgeous suite at the Palmer House, and you've got to *be* somebody to rate that at the Palmer House these days. Harry was recently released from the Navy, and was having a great time getting back into the "feel" of the coin business. He visited with everybody in town, and they in turn went all out to prove that they were glad to see him. I'm sure Harry can go back and tell his brother, and the rest of the organization, that Chicago is on its toes and working hard to get the stuff out to the operators which will bring back the good old times of shekels in the cash boxes.

GEORGE PROCK of Dallas, Texas, was in town, too. George isn't out of uniform yet, but that doesn't keep him from working just the same. He's been in close touch with his operations all during the war, even though he had to spend 99 per cent of his time with Uncle Sam. George, with his partner, Tom Williams of Houston, Texas, operates a lot of music boxes, cigvendors and amusement devices in Dallas and Houston . . . and they are eminently successful. George is in the market for a lot of new equipment, and wants to tie up some lines for his territory. With the kind of set-up he has, and his unusual ability to operate and distribute, I'm sure the manufacturers won't hesitate to give George what he is after. Good luck, George, and I hope you get out of uniform soon to devote all your time to your business.

MARTIN C. OLSON has joined Wurlitzer in North Tonawanda, N. Y. Coin men will remember Olson as the experienced phono man more recently with Badger Novelty of Milwaukee, but he has had a long and varied career with top ranking phono houses for more than a decade. Martin Olson will be right-hand man to Mr. Wurgler, assistant sales manager of Wurlitzer. This is a post in which Olson will excel, and the operators will welcome the help he can give them.

ED GEORGE of Akron, the super de luxe operator of Ohio, was another visitor to the Coin Capital of the world. He was calling on the manufacturers to get the low-down on new equipment. With the quantities that Ed buys, he has to plan way in advance, and the manufacturers are doing everything they can to help Ed plan. Needless to say, he was being entertained and welcomed in the fashion to which he is accustomed and entitled.

WARREN DEATON was a visitor to Rock-Ola. He is the Ohio Distributor for these estimable phonos, and the enthusiastic look on his face presages some very fine music boxes in the very near future. Deaton is looking forward to one of the greatest booms in the business as soon as these strikes of Capital and Management differences are ironed out all over the nation. Some important announcements will be forthcoming from the House of Rock-Ola pretty soon.

There is a news item about AL SILBERMAN, vice president of Williams Mfg. Co. of Chicago . . . he was married on September 29th in Washington, D. C., to an officer in the WAVES (Lieutenant senior grade) in a FULL MILITARY WEDDING. If you have never attended a full military wedding, you can't picture all the pomp and ceremony. Let me tell you, folks, a full military wedding is SOMETHING. And this wasn't just a military wedding . . . what made it so extra extra out of the ordinary were the BIGWIGS present. Names in Military and Naval circles that have been in the papers and magazines all through these war years were there. Al is a civilian, but he wears the Purple Heart of World War I. And this also reminds me, since he is a veteran of World War I he can't be any younger than I am, and if he isn't, then he sure is some lucky guy to catch such a fine wife at his age. Double congratulations, Al, from all the boys in the Coin Industry.

HERB WALKER, the former Comptroller at Rock-Ola, and now the representative of the Claude R. Kirk Co., is going into action. This company is about to make some important announcements about some new products they are manufacturing, and I expect some very interesting news from Herb when I call. Herb is exceedingly well liked by one and all in the industry. His new connection will give his talents wider scope, and I foresee some fine developments during the coming era. The Kirk Co. has added its genius to the progress of the Coin Industry in the past, and there is every reason to believe that the future will see some even more sensational improvements.

The joy of a salesmanager over the progress of his charges in the field cannot be stifled, and Salesmanager JACK NELSON of Superior Products is no exception. Superior Products, as you know, is that famous house with the hot salesboards. Nelson cannot hide his satisfaction over the good work being done by his E. J. MURPHY, who covers Montana and Idaho.

USE THIS AD AS AN ORDER BLANK!

CHECK THE MACHINES YOU WANT, CLIP THE AD—MAIL TODAY!

MUSIC

ALL EQUIPMENT GUARANTEED! MONEY BACK IF NOT SATISFIED!

Rock-Ola Super, Newly Refin'sd.	$435.00 ☐	Rock-Ola Bar Boxes	30.00 ☐
Rock-Ola Glamour & Playmaster Comb.	359.50 ☐	Rock-Ola Premier	545.00 ☐
Rock-Ola Imperial	200.00 ☐	Wurlitzer 616	199.50 ☐
Rock-Ola Counter Mod., Like New	195.00 ☐	Wurlitzer 412, Newly Refinished, 100% Cond.	159.50 ☐
Rock-Ola 16-Record, Like New	179.50 ☐	Wurlitzer 24, Steel Cabinet, Packard Adapter	225.00 ☐
Rock-Ola Spectravox & Playmaster	379.50 ☐	Speaker Baffles	7.50 ☐
Rock-Ola Playmasters	295.00 ☐	AMI Singing Tower (Walnut Fin.)	345.00 ☐
Rock-Ola Imperial 20 Cellar Jobs	199.50 ☐	Seeburg Victory Model	399.50 ☐
Rock-Ola Wall Boxes	22.50 ☐		

Seeburg King ..... 259.50 ☐

ATTENTION! East. Pa., So. N. J. & Dela. Operators

We Are Exclusive Distributors of

DeLUXE RECORDS and PAUL BENNET NEEDLES

Complete Stock on Hand! Immediate Delivery!

PINS (Floor Samples)

ORDERS SHIPPED SAME DAY RECEIVED!

Casablanca	$179.50 ☐
Pin-Up Girl	125.00 ☐
Flying Tigers	125.00 ☐
Sky Rider	125.00 ☐
Marvel Baseball	125.00 ☐
Strip Tease	199.50 ☐
Spot Cha	159.50 ☐

NOW DELIVERING . . .

"LAURA" ---- "BIG TOP"

"FLAT TOP"

USED PINS

EVERY ONE CLEAN AND READY!

Gun Club	$ 74.50 ☐
O'Boy	25.00 ☐
Slap the Jap	49.50 ☐
Sports Parade	44.50 ☐
Smack the Japs	75.00 ☐
Legionnaire	64.50 ☐
Wild Fire	54.50 ☐
Yacht Club	25.00 ☐
Bomb the Axis Rats	69.50 ☐
Star Attraction	64.50 ☐
Sports	25.00 ☐
On Deck	64.50 ☐
Majors, '41	59.50 ☐
Sporty	25.00 ☐
Sky Ray	44.50 ☐
Monicker	79.50 ☐
Super Chubby	64.50 ☐
Doughboy	40.00 ☐
Chevron	25.00 ☐
Dixie	44.50 ☐
Nippy	25.00 ☐
Sea Hawk	49.50 ☐

Slots—One Balls—Consoles

COMP. LINE OF ORIG. & REBUILTS

Spinning Reels, 1-Ball, Like New	$159.50 ☐
Keeney Pastime	100.00 ☐
Bally High Hands	175.00 ☐

DISTRIBUTORS WANTED FOR

"KLEENZIT"

The New Magic Solvent for Cleaning Coin Mechanisms Quickly and Effectively

5 GALLON TRIAL CAN.....$3.75

Write — Wire — Phone!

ARCADE

Victory Roll Skee Ball, Flr. Smp.	$199.50 ☐
Scientific Batting Practice	89.50 ☐
Bally Rapid Fires	125.00 ☐
Bally Bull	79.50 ☐
Gottlieb Skeeballette	49.50 ☐
Seeburg Shoot the Chute	69.50 ☐
Jap Gun	89.50 ☐
Chicken Sam	89.50 ☐
Bouncit	79.50 ☐
Anti-Aircraft Guns	44.50 ☐
Exhibit Merchantman	79.50 ☐
Electric Hoist	59.50 ☐
Mutoscope Crane	69.50 ☐
Frigidrinks, Like New	545.00 ☐

1/3 Deposit, Balance C.O.D., F.O.B. Philadelphia. All prices include crating.

DAVID ROSEN

855 N. BROAD ST., PHILA. 23, PA.

Stevenson 2258-2259

And, while I am thinking of Superior Products, I hear that GEORGE SAX, maestro of that firm, has just left Florida to make arrangements for the opening of his hotel down in Miami. The Army has just returned it to him. All these years it has been used for the pleasure and comfort of the Aviation Corps; now it will comfort Coin men and their families. The hotel was formerly The Leroy . . . but Sax is redecorating and refurnishing and it will emerge a beautiful new chrysalis as The Casablanca . . . a mighty fine name. Remember this name, Coin Men, if you have occasion to visit Miami. And may I add that your host, George Sax, is also a mighty fine fellow. He produces an awful lot of salesboards, and darn good ones, too; but he also takes time to be a banker, and does very well at this, too. The well known Coin Man MIDGE MYERS was appointed representative for Superior Products in the Chicago area. Lots of luck to you, Midge.

LOU TARRE has just about finished putting on the final touches to his new headquarters for distribution of amusement equipment and also for his operation. Together with his partner, BILL O'NEILL, Lou has been quite successful in this area these past years. This new venture is in the nature of an expansion. Lou was formerly a top-notch operator in Omaha, Nebraska . . . but when he married the gorgeous Ethel Rubin of Rogers Park, Chicago, he compromised and settled down in Rogers Park. His young son, Mike, about three years old, is the smartest little lad I have ever met; and no need to add that with handsome parents like these, he is mighty good looking. Tarre and O'Neill operate under the name of The Ammco Co.

I just heard from HAROLD PINCUS, now running a parts business for operators known as Coin Machine Service Co. He carries a lot of hard-to-get parts for phonos and amusement devices. His experience along these lines dates back quite some years, but more recently he was in charge of the parts department for Atlas Novelty Co. Harold is quite a fisherman and never turns down an opportunity to join me on the intrepid yacht Tiger Lily. He has been known, however, to throw his entire rod away while casting, much to the chagrin of one of the other boys on the trip who had loaned him this particular rod for that moment. Dragging for hours for this valuable piece of equipment was a failure. But we *did* get fish.

MORRY GINSBURG'S wife, Rose (Atlas Novelty Co.), left hurriedly for California alone this week. It seems that one of her parents is ill. Hope she finds things much better than reported and returns soon, because her hubby is a lonesome guy . . . altho he has two of the nicest little daughters a man could ask for to keep him company.

FAMOUS PREACHER

(Continued from Page 60)

learned to smoke at the early age of eight, at the foot of his venerable grandmother in Ireland. He tells interesting anecdotes about his grandmother's smoking habits. She would smoke a *new* clay pipe after every meal. Grandfather would purchase a gross of these clay pipes in town every so often, and they came wrapped up in a huge box filled with ground cork. It was the young Bradley's pleasure to fish for these pipes each time grandma wanted one. After it was smoked just *once*, it was broken and placed in the fireplace. One day, eight-year-old Pres asked Grandma if he couldn't light the pipe for her this time, and Granny, thinking it would cure him from smoking for at least some years, readily gave assent . . . but to this day Dr. Bradley says he loves it.

Dr. Bradley continued to tell of many amusing incidents of preachers who hide the fact of their love for smoking from their flocks, and he doesn't sympathize with their attiude. He believes in *moderation*, which in tobacco, as in anything else, has its value. He further related his experiences and contacts with the Anti-Tobacco League members, who feel that to convert so famous a personage as Dr. Bradley would be a real feather in their caps . . . and told also of their carefully laid plans for a campaign to rid America of the terrible weed, Tobacco. They, with the aid of the Anti-Saloon League, are always alert, and will do their best to bring prohibition in smoking to this country as they succeeded some years back with drinking. Dr. Bradley continued by imploring the Tobacco Industry to pledge itself to a publicity campaign to offset these plans and to exhort the public to indulge in smoking in *moderation*.

When he had finished, the entire assemblage rose as one man to pay honor and tribute to the greatest speech ever heard on the real spirit of smoking.

Opens in Warren, Ohio

WARREN, Ohio—Republic Vending and Supply Co. has opened a vending machine and jobbing business in Warren. F. R. Lafferty is the manager.

* * *

Mac: "I'll call you when I get back from this cruise. What's your phone number?"

Cutie: "222. If a man's voice answers—it's me with laryngitis again."

HOLD YOUR LOCATIONS WITH WASHBURN SPECIALS

CONSOLES

OLD HEAD FOUR BELLS	$465.00
1941 BANGTAILS	339.50
1941 LUCKY LUCRE 3-5c, 2-25c	349.50
5c & 25c SUPER BELLS C.P.	495.00
4 WAY SUPER BELL 4-5c	595.00
4 WAY SUPER BELLS 3-5c, 1-25c	750.00
5c SARATOGA Conv.	169.50
LUCKY LUCRE, Walnut 5c	199.50
5c ROLETTO, JR.	199.50
5c CLUB HOUSE	99.50
5c PACES REELS	124.50
BALLY CLUB BELLS Conv.	275.00
5c SARATOGA	124.50

ONE BALLS

LONGACRES	$495.00
THOROBREDS	495.00
DERBY '41	325.00
CLUB TROPHY	325.00
TRACK RECORD	175.00
KENTUCKY	375.00
EUREKA	49.50
DERBY WINNER	149.50

SLOTS

New—50c and $1.00 Slots in Original Crates. Never Been Opened—Immediate Delivery

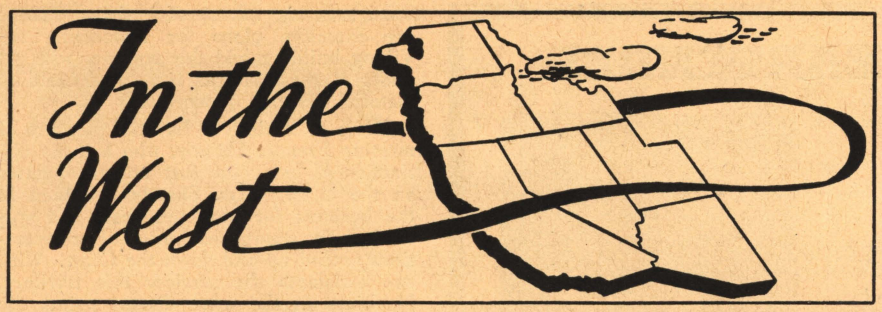
5c BLUE FRONTS	$179.50
5c MILLS CLUB CONSOLES	375.00
5c MILLS BONUS	229.50
5c WAR EAGLES	155.00
5c ROMAN HEADS	155.00
5c JENNINGS CHIEFS	149.50
5c ORIGINAL CHROMES	325.00
5c BLUE Q. T.	69.50
5c GLITTER GOLD Q. T.	104.50
10c GLITTER GOLD Q. T.	114.50
50c GOOSENECKS	169.50
50c GLITTER GOLDS	775.00
ALL SLOTS OVERHAULED AND REFINISHED	
Double Safe Cabinets	$50.00

MISCELLANEOUS

5-10-25c ROCKOLA WALL BOXES.....$49.50
ABT 7 GUN RIFLE RANGE. GUARANTEED LIKE NEW. RECONDITIONED AND OVERHAULED, FREE PLAY FIVE-BALL MARBLE GAMES FROM 27.50 UP

CHAS. E. WASHBURN COMPANY

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Los Angeles

The picture is rapidly changing in this area—faster than at any time in the past five years. Almost every jobber and distributor in the city has working drawings and blueprints on new buildings or improvements, and those who haven't, have already purchased and modernized their present buildings. The stage is rapidly being set for the most intensive sale of new equipment in the history of the Industry. More jobbers and distributors will be active here than at any time and rapidly the various firms are lining up as many exclusives as possible in the hope that they have something to offer that is not duplicated in every other showroom in town. This means a lot of trips East and the flying coinmen of Los Angeles have been making Chicago, Kansas City and New York regular ports of call to line up new equipment and urge early deliveries.

As a result operators are holding back and business in general has been rather slow for the past eight weeks. Three or four new products are now coming through and operators can see the slowness of delivery that will prevail for some time, and an early resumption of purchasing of used and reconditioned equipment may be expected.

Newest arrival on Coin Row is Nels Nelson, who has opened his shop at the corner of Pico and Elden and will specialize in top-flight repairs on music equipment, as well as barter in used equipment. Two other distributors have laid money on the line for lots on the Row and will build if deals jell. One has a corner spot with 50 feet on Pico and the other has a corner with about 150 feet on the street.

M. S. Gisser, head of Cleveland Coin Machine Exchange, made the rounds and is reported to have looked for "For Rent" signs. Sol Schwartz, Detroit operator who recently purchased the skee ball and gun route of Morris Mohr in this city, squired Gisser around town.

L. B. Webb has acquired a route of Kirk Guesser Scales in outlying cities in the metropolitan area. Deal was negotiated by Nickabob Sales. Nickabob has also sold a route of phonographs in Exeter and Lindsay in the San Joaquin valley to Ivan Wilcox, and a route of phonographs in Porterville and Lindsay to Visalia Music Co.

Gladys Washburn is back at Charles E. Washburn Co. after the first vacation she has had in two years. Most of the time was spent at Del Mar.

Milton Goldbaum, former L. A. operator, is due to be released from the Navy in another week or so and will return to operating. James Cameron, another former operator, has been released from the Army after 3 years of duty.

Donna Johnson, former secretary to John McDonald, of the Personnel Department at the Burbank plant of Aireon Mfg. Corp., has been transferred to the position of secretary for W. E. Simmons, Western Regional Manager for the Aireon Radio and Phonograph Division. Offices are on the 10th floor of the Bekins Building in Hollywood.

Tearing up the turf and loading new equipment at Paul Laymon's during the month were: Mr. and Mrs. Joe Grater, Oxnard; Clyde Stewart and John Wright, Reno; Cecil Collard, San Bernardino; Ben Korte, Bakersfield; E. J. Baehr, San Diego; William Owens, Jr., Stockton; Stanley Tracy, Kingman; L. J. Bandhauer, Inyokern; G. F. Cooper, Riverside; Claude Tomlinson and William McGowan, Visalia; Paul Sullivan, Oceanside; Art Sternall, Palm City; Chester Bettis and A. N. Dorfmeier, Fresno; John Rogers and Carl Fisher, Inglewood; A. R. Kelly, Pismo Beach, and Jack Arnold, Barstow.

Leo Vaughn, El Centro, visited local jobbers on his way back to Minneapolis to attend his father's funeral.

M. C. Bledsoe is out of the Army and back at operating in Santa Barbara.

Nels Nelson has installed a new Gray Mills cleaning system in his new service shop, purchased from Alpha Distributing Co.

Jack Kagen, former Groetchen factory representative and operator, is now in the roofing business.

L. B. McCreary has severed his connections with E. T. Mape Music Co. and rumors are thick as to his next connection.

K. & M. Service has disposed of its music operations in town and sold all of its machines to Roy McLaughlin, a newcomer in the field. Several new Singing Towers are on the route.

Jack Gutshall is sporting a new moustache—sprouted when he was on his northern Utah hunting trip.

Mr. and Mrs. Paul Laymon, and 12 others, were guests of Frank Anderson at the Breakfast Club on October 10th. Anderson, who has a big Arcade in the islands, had orchid leis flown here from the Hawaiian Islands for the women in the party, and the group entered the place fairly dripping in flowers.

Bill Happel is scheduled to leave Badger Sales in November for a trip to Chicago and Milwaukee to confer with manufacturers and talk over business with his brother, Carl, at Badger Novelty.

AOLAC continues to get quantities of thank you notes for donations of money and equipment for various charitable events. Recent groups writing their appreciation included Optimist Club of Southwest L. A., American Legion Auxiliary of Beverly Hills, U. S. Naval Air Station at Santa Ana, Army Service Forces in Pasadena, Archdiocesan Council of Catholic Nurses of Los Angeles, Red Cross in Hollywood, St. Timothy's Church in Los Angeles, and Mt. Sinai Hospital and Clinic here.

Paul Johnson is now completing a three months' rest at Laguna Beach and will soon be back on his operations.

K. & M.'s Kelley left on the 16th for a sales trip on the various records they handle, and expected to go as far north as Seattle.

Bud Parr, back home after his accident near Payson, Utah, is recuperating at the C. A. Robinson home.

Incidentally Charlie Robinson can tell you some fantastic tales about traveling around this old country at the present time. Charlie has the thing down to a fine art and never misses. While in Chicago he visited Harry Williams and says Harry is itching to get back to the Coast. Harry has the finest set of offices in Chicago, according to Robinson, and has big plans for the years ahead. Johnny Gunnerson, a sergeant in the Army with plenty of service in Europe behind him, is out of uniform and back at his old job at Robinson's.

W. E. Simmons flew East on October

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WE ARE REPAIRING, SPRAYING AND RECONDITIONING MACHINES AT VERY NOMINAL COST TO YOU.

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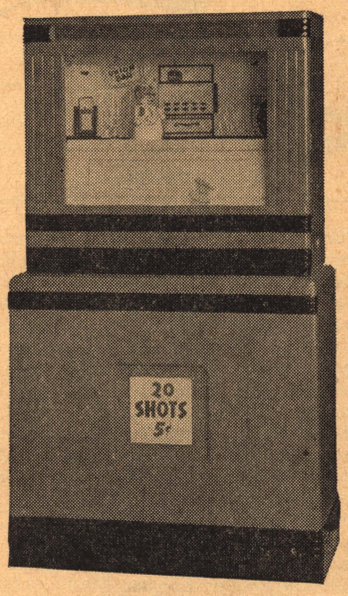
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13th for a confab at the Aireon plant in Kansas City and was due back on the 24th.

Jimmie Rutter's daughter can be thankful she has dutiful parents. When she went broke in San Francisco she airmailed pappy the sad news. Jimmie and the Missus jumped in the car and made it north just as daughter was about to blow her last fifty cents.

Ray Eberts is back from Chicago, where he visited relatives and the Celtic Bar in the Sherman to pick up trade gossip.

Charlie Robinson took Bill Wolf for a nice piece of change at a World Series game while the two were in the Windy City.

Recent visitors in town, and not reported for some little time, included: C. H. Robson, Santa Monica; George Landier and Johnny Glober, Long Beach; Charles Peddicord, Anaheim; Bert Polin, San Luis Obispo; D. D. Patton, Turlock; Abe Curtis, Riverside, and Ed Sullivan, Oceanside.

San Francisco

Hopes for getting new equipment in the near future have dimmed considerably due to the general upset conditions during this reconversion period; consequently, parts, service and reconditioning departments are assuming constantly increasing importance. Capable help is at a premium and happy is the firm that manages to augment its service staff with experienced mechanics and engineers. Johnny Ruggiero, manager of Jack R. Moore Co.'s San Francisco branch, was pleased to report that "Bud" Willis, who prior to the war had been for many years with the organization, has returned to the Jack R. Moore Co., "after doing his duty with the Merchant Marine." Another returned war veteran is Bill Shank, who, according to Johnny, "had a wealth of experience with Seeburg Symphonola prior to the war, to which the added experience in radar while serving with the U. S. Signal Corps, which should be of inestimable value. Our service department consists now of a crew of five men, which places us in an enviable position."

We also heard from several distributors that servicemen display a remarkable interest in the coin machine industry. Johnny said that inquires and applications are pouring in from both those already returned and from those still somewhere in the Pacific islands. Many wish to learn the business and take employment, while others wish to become outright operators. Considering all these encouraging factors Johnny is convinced that the coin machine industry has a great future and will really hit its stride as soon as new equipment becomes available. Jack R. Moore Co. still has an excellent assortment of used, reconditioned machines of every type, except phonographs, which are practically unobtainable.

While at Johnny's, M. M. Brown and Bill Simpson stopped by, from San Francisco Wired Music Co., which is reputed to have one of the finest studios in the city.

E. M. Dutton of Viking Specialty Co., Inc., distributor of Northwestern De Luxe Vendors, stated that there is tremendous response to the firm's recently announced policy in THE COIN MACHINE REVIEW that orders will be accepted for future delivery and will be filled according to priority, operators having the privilege to change or cancel the orders prior to actual delivery. Judging from the number of orders received, Viking Specialty is looking forward to a big volume of business. There are extensive plans for remodeling the Viking building and the program will get under way as soon as labor and building material becomes procurable.

While at Viking we had the pleasure of meeting Frances Shandy, who has the distinction of being the first woman operator on the Coast. Mrs. Shandy has been in the business for oven ten years and specializes in stamp machines. Her operations extend up and down the Coast. With two assistants she services this territory. Machines at the more distant points are leased.

George R. Murdock, head of Associates, Rock-Ola distributor, recently returned from a visit to the Rock-Ola factory. Murdock said that six weeks ago things looked pretty encouraging but then the situation started to deteriorate. He was noncommittal about when the new Rock-Ola might be expected. In the meantime Associates' excellent service department functions admirably, and though Associates had been formed only a few months ago, they already have a large, steady following. The many out-of-town operators, mentioned in previous issues, come in regularly when in need of parts. Added to these had been recently: Gust Kuns, San Jose; Floyd Knudsen, Santa Cruz; Mr. and Mrs. Dicson and Wayne Gettis, also from Santa Cruz.

E. George Bennett, partner in Associates, said that in addition to the service and reconditioning departments there is also a manufacturing plant maintained where amplifiers are being built for measured music. They are also starting now on a new and improved Universal amplifier.

Murdock and Bennett are leaving for the Northwest to confer with Rock-Ola distributors in that territory. They are: Nat Schoen, Schoen Enterprises, Portland; George Schnabel, Puget Sound Novelty Co., and Art Rude for Spokane.

Hank and Mary Maser, of H. R. Maser Music Co., are still in Illinois. Hank phoned his manager, J. D. Cox, from Rock Island, Ill., that they expect to start on their homeward trek sometime after the 15th, and will have some really interesting revelations to make then.

M. A. Pollard, former Rock-Ola distributor, left for the East last week, and will probably stay there for the remainder of the month.

Ernie Brennan, San Francisco manager of General Music Co., will leave within the next few days for Los Angeles to visit Bud Parr, owner of the firm, who was recently injured in an automobile accident. From Los Angeles Ernie will leave for the East to look over the situation at the factory of

(See SAN FRANCISCO, Page 66)

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Lots of Action -- Lots of Lights. Swell new modern cabinet. Designed to get consistent and heavy play . . . and hold up under the grind

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ATTRACTIVE, FAST MONEY-MAKING ARCADE MACHINE

$259.50 f.o.b. Los Angeles

NICKABOB SALES COMPANY

NICK CARTER

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SAN FRANCISCO

(Continued from Page 64)

the Buckley Wall Box Music System (for which General Music Co. is distributor), in order to get first-hand information just what the prospects are. Brennan stated that they had been entirely cleaned out of the diversified equipment and games still in stock a month ago. All that is available at present are some reconditioned Buckley Music Boxes and a few Hideaways.

We had hoped to have some great news for this issue from Tony Parina, R. A. Parina and Co., distributors for Arthur H. DuGrenier, Inc., about additional franchised lines awarded the firm. However, due to the many uncertainties of the times further delays have become inevitable.

Associated Music Operators, Inc., are having a dinner party on October 25th at the Riviera Restaurant, 926 Union Street. Several city officials have been invited as guest speakers. An excellent dinner and elaborate entertainment are planned. Purpose of the dinner party is to bring about a closer correlation between industry members and their families, and to get city officials better acquainted with the aims and the scope of the activities of the automatic music merchants. Tickets may be purchased at the Associated Music Operators headquarters, 1355 Market Street, and at the Viking Specialty Co., 530 Golden Gate Ave.

Sarkis Sarkisina, Oakland operator, took a six weeks' vacation in the East, and returned accompanied by a brand new bride. His many friends offer hearty congratulations.

Nathan Robinson, San Francisco operator, has been honorably discharged from the Army, and has returned to his home here.

Gisela Ney

Seattle

With the paper shortage and all, we don't doubt that this column has served a lot of unorthodox purposes during the war years. When winds howled, what better use than to quash those drafty apertures? For packing goods—well, why not? And there were days when tissue paper was awfully hard to buy.

Our ego came to the fore and whispered that the column was read, widely read; but our ego was never made to withstand the shock of learning that the feature performance of Lyle Tenney's farewell party consisted of a loud sonorous reading of the September notes. No foolin'! Boss George Schnabel mounted a chair and instead of a soap box oration on whatever soap box orators soft-soap 'em with, he pulled out THE REVIEW and commenced to give 'em your correspondent's word slingings. Chairside reports reveal that the program was enjoyed by all, but we weren't there, Sharlie, so there's no telling how much liquid the page had to be saturated with before it was enthusiastically received.

Four years ago Elmer Teahan sold his digger and pin game holdings in Seattle and moved to Portland. He dittoed in the Rose City and headed for California. The draft board was getting quite chummy by that time so Elmer payrolled at Alameda's Naval Air Station as electronics maintenance man. Now that the board has lost interest, Elmer's back in the Pacific Northwest anxious for a re-baptism into Coinland.

The "For Sale" shingle has been pulled down from Northwest Sales and the Pepples will see it through until "D" Day when Ron receives that little slip of paper which says Uncle wants him no more. At present he's armying in Ketchikan, Alaska, while wife Hazel keeps 'em coining in Seattle.

Merchant Marineman Morrie Dickinson was aboard ship in Leyte when the VJ lid blew. "What a show!" Morrie enthused. "Every army, navy, marine and coast guardsman used every piece of equipment and every shell to put on a spectacle that looked like a combination of every Fourth of July celebration ever held. If that had been a false alarm and there was still a war on, I wonder what the guys would've used for ammunition." Formerly service mechanic with Johnny Michael, Morrie is eyeing the field for a favorable opening.

All right, you out-of-towners, check your name and address at the door before entering the Gateway City to the Great Northwest: Bill Baker, Ellensburg; the Farrell brothers—Charley from Mt. Vernon and Bob from Oak Harbor; the latter half of Pasco's Wise and Laymon team; Leo Delorne, Yakima; L. C. Foisy, Prosser; Harold Fowler, Puyallup.

Discussions and counter-discussions on the men who vend candy, gum, nuts and cigarettes, their war problems and how they met them has been adequately covered; but now comes the unbelievable story of a merchandising problem that wasn't a problem until VE Day and which became progressively worse by the time V-J Day arrived, until now it's really a rough rassle. We're referring to the oft-forgotten popcorn poppers. The boys were getting all the shortening they required until Germany caved; the fat kept thinning until the popping policy reached the point where few orders could be filled unless shortening was furnished first.

Fifty percent of the twin bundles due at Decca arrived three weeks late, which is still a lot earlier than the other fifty is expected. James Marshall Huffine, tipping the beams at six pounds ten and a half ounces, was checked into the incoming stock file long before the expectant deluge of records.

He sold his palatial home for $35,000 and his pin game route to Johnny Michael for around twenty grand and hied off to Los Angeles to bask in retirement; but wounds inflicted by the persistent biting of the coin bug over a period of six months drew Irving Stept back to familiar Seattle settings. So he bought a route from Johnny Michael (a different one than he sold), and is now happy and gaming.

Amid shrouds of secrecy rivaling the atomic bomb, Ken Shyvers has been busy for four years perfecting a musical product. The wily inventive genius clapped a nine-year lease on a 90 by 100 foot studio in Bremerton and imported some of his material from England. The result will combine the best features of automatic phonographs and wired music, with the long-awaited unveiling slated for January 1.

Many a day a close shave almost robbed Jerry Steffen of the few stray bristles his upper lid tried to convince the world was a mustache, but last month, when the dentist recommended Yank for all his teeth, Jerry threw in the sponge—and the bristles too—and made a clean sweep of both mustache and molars. To help forget the double tragedy, Op Stan Fehrenbacher's ace mechanic oiled his rifle and will soon be on the way to Winthrop, Wash., where the deer and the antelope play.

No one can apply that sad lament, "Too little and too late," to Puget Sound Novelty, who are going all out in their efforts to establish a successful beachhead on the post-war trade. Reinforcements recently arrived include former Boeing Foreman Art Mullens; discharged vet Mike Conley, who radio-oped for General Spaatz at HQ Sqn USSTAF and saw action in six major campaigns, including Normandy; Berl Main, ex-merchant marine officer and machinist for Boeing and Vultee Aircraft; Boeing's one-time radar expert Les Kometz; and Office Worker Dorothy Hill, who left the insurance business for a better insurance business.

Jack Howlett, the man who installed the first radio broadcasting station in Seattle and who subsequently designed the famous Ray Gun and other electronic features for Mills, Keeney, Bally and Guardian, walked into the World of Tomorrow and came out with this statement: "All plants have startling developments on their drawing boards—a direct result of their participation in the war effort. Some units will feature electronics in a fascinating manner."

Jack's latest contribution to the World of Today is perfecting an electronic unit for schools which provides a multi-band radio of both short and long wave, plays an educational transcription and a standard record on a dual-speed turntable, and will also supply the facilities of sound control for stage,

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TWO CAN PLAY OR ONE CAN PLAY
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It's Red Hot
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assembly and athletic events. All this assembled into one unit, encased in a cabinet, and meeting the provisions of the Underwriters' Laboratories. School response has been instantaneous but lack of parts is retarding full-scale production.

Quick Clickin's—Climax and anticlimax: Charley White hooked a 22-lb. king at his favorite Possession Point haunts one day; when he hurried back the following morning to continue the good work, this is what he caught: one two-pound salmon and one bad cold. . . . Quoting the head of a local service department: "Manufacturers are concentrating so fully on new equipment that they are practically ignoring parts. The shortage is worse than ever."

It took two marriages to do it but Johnny Michael finally made the paternal grade with a girl. . . . Rising to the fore as a result of good management and a route-buying spree, Central Music, co-owned by George Sherwood and Phil Dennison, is heading for the big time in the phono field. . . . Culled from the rumor mill: It's being grapevined that a special session of the Washington State legislature will be called early in 1946 for the purpose of passing measures governing returning servicemen, but that, as usual, the lawmakers will devote some time to their regular routine of trying to put the pinch on the coin boys.

Whirlwinding up the Coast, Automatic Instrument Co.'s Sales Manager Doc Eaton spent three days in Seattle singing the praises of Singing Towers. . . . It's not only music operators who are requesting discs that aren't but collectors of records who will pay five to ten dollars for numbers three to seven years old to add to their hobby stocks. . . . Prizes, prizes, and more prizes are being heaped on the silken head of Le Monde Chic de Larson, Op Porky Jacobs' prize toy poodle who has just made a triumphant return from the international championships at San Mateo, Calif.

After Rip-Van-Winkling for more than four years, the Allied Phonograph Operators of Washington is commencing to show activity. . . . "Come up to Canada and let me show you some real fishing and hunting," Operator James Stevenson of Vancouver, B. C., told Western Distributors' Curly Gohr. And darned if Curly didn't take him up on it. Awaiting his return, Solly Solomon envisions large juicy cuts of moose meat. . . . Add to the Solomon Series: Son Walter, after boatswaining it in the Coast Guard for six years, is now a free man. Highlights of his service career included chasing subs in the Atlantic, zigzagging with corvettes in the Aleutians, and manning the San Pedro Lighthouse.

'Tis being eared about that the new pin game equipment will cost about double the pre-Pearl price. . . . Seven glistening silvers, totaling 42 pounds, was the net result of Ken Rader's fishing foray in Ballard. . . . The itch to keep a-moving caught up with Western Distributor's Pearl Lee, and the firm lost a capable stenog.

Sgt. Louis Karnofsky

Salt Lake City

Mgr. Tom Douglas of the Yellowstone Specialty Co. is in the east again on a business trip.

Sid Stewart, Stewart Novelty Co., has returned to his managerial desk from a trip into Montana and Colorado. He was accompanied by Geo. Booth. This office had a visit from former manager Dan Stewart, who now is in charge of the Reno, Nevada Casino.

Al McQuaid, formerly employed by Stewart Novelty Co., returned from the U. S. Armed Forces Air Corps this week. He is a Utah war hero, now honorably discharged, and has joined forces with Stewart Novelty again as a special sales representative. Mrs. Marjorie Nuttall is a new employee, having taken the position of secretary and Elinor Alldritt is the new bookkeeper, according to Miss Leonard, office representative.

B. E. Moran, office manager for Rowe Cigarette Service Co., is home now recovering from a serious operation which he underwent in California recently.

Fred Murphy, coin machine department man of the Heminway and Moser Co., is currently in Los Angeles, accompanied by Elmer Hull, representative for Salvador-Radigues Cigar Co. of Tampa, according to Marcia Crosby of the office personnel. Pres. John Moser has again returned to Mack's Inn at Idaho, for fishing. Ralph Cracroft, office manager, is back from a visit to California where he went for a short time with his family.

Milo Nichansky, manager for Canteen Service of Utah, reports that his brother Albert G. Nichansky, is expected home any hour now, having been overseas since December 1942. Albert is Milo's partner. He is awaited with much excitement and enthusiasm. Milo still says he could use more candy advantageously.

The Atlas Specialty Co. is trying to get some of the U. S. Armed Service boys back, upon their release from the army. Atlas Specialty's manager, Irving Monsey, is going into Las Vegas on a business trip soon, according to S. A. McHarg, Eagle Novelty Co. Boss, which operates in conjunction with the Atlas firm.

R. L. Holt, well known in the coin machine industry here for many years, has opened a new place in Salt Lake City for general repairing for operators and is also operating the Rainbow Dist. Co. Rainbow has 7,100 square feet of display space, fully fireproofed. Holt reports that Rainbow Dist. Co. figures to cover Montana, Wyoming, Idaho, Nevada and Utah and will have several salesmen busy in the field constantly all year. This new set-up is just getting under way and expects to have one of the most modern, spacious and up-to-date places in the Western United States, giving display service and repair service of the highest type.

Viola Hutton

Denver

Since Mr. and Mrs. D. J. King have moved to their new location, they have largely expanded their operations and have added more help both in the store and in the field. King has originated a labor-saving device for popping corn used in their machines, which operates at the rate of 100 pounds per hour. Large bags are filled from the hopper ready for delivery to the various machines.

The new quarters are beautifully light and sanitary, in a highly desirable location, and will materially aid Mr. and Mrs. King in handling their machines. Ample space is afforded for operation of the popcorn device and for display of candy bars.

Lu Shulman advises that hereafter his company will be Modern Dist. Co. instead of Modern Music Co. and that he has found the new and larger quarters for which he has been looking the past several months.

The new location is on Welton Street, near the center of Denver. The building is very large and will amply accommodate the lines which the company will represent. In addition, the firm will have its own private alley, which will make it convenient for visiting operators.

Lines which Modern Dist. Co. will represent are Rock-Ola Mfg. Co., H. C. Evans and Co., O. D. Jennings and Co., National Sales Co., and National Cigarette Co.

The new store is now being completely redecorated and will be ready for occupancy in a short time.

Photo Electric

RIFLE RANGE

"Shoot the Jap". . ."Chicken Sams" . . . "Convicts", are all making top dollars when converted into the brand new Coinex Photo Electric Rifle Range. Can be installed on location in 20 minutes by anyone; has great player appeal; location-tested. Rifle Range includes all the old target principles. As standard as sugar and salt.

$14.75

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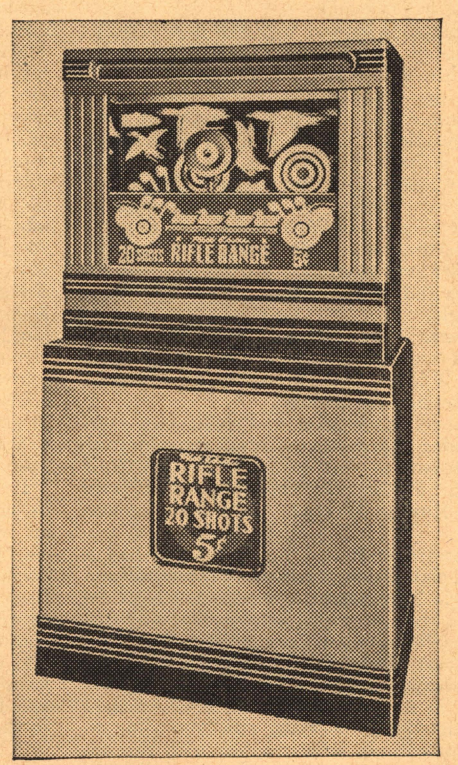
f.o.b. factory

SEE

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DISTRIBUTOR

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Shulman has advised that they will have their first showing of the Rock-Ola Phonograph in December.

Wolf Reiwitz and wife are now in California on a three weeks' pleasure trip.

A. A. Roberts of Wolf Sales Co. said that the company is now beginning to formulate plans for the expansion of their organization. Offices will be opened in Salt Lake City, Phoenix, and El Paso, Texas, operating approximately the first of the year. These are being established in order to give operators better service after the territory has been expanded to include a part of Montana, fifteen counties in Texas and additional counties in Idaho and Nevada.

Frank Negri has been added to Wolf Sales organization as field representative, and William Hillman has been added to the service department.

Robert M. Waggener, President of Coin Machine Acceptance Corp., stopped over in Denver to visit with members of Wolf Sales. He was accompanied by his wife and Howard Pretzel, CMAC representative.

Howard Holt and A. A. Roberts had a week-end fishing trip on the Colorado River. They report a most enjoyable time and a very successful catch. The only casualty—Roberts fell in the river—but that was part of the fishing experience.

Roberts said that all operators who have been in recently report that their business remains fairly constant and, according to all indications, will increase with the advent of new equipment. They are all looking forward to receiving new equipment and are making preparations now to go out and get all of those locations which they were unable to handle previously.

In addition to planning an extensive remodeling program, Wolf Sales Co. is erecting another building adjacent to the one which they now occupy.

A number of Denver operators have been victims of depredations by petty thieves who have been breaking into machines in both outside and inside locations. Machines placed in theaters have been broken into and robbed. The thieves are very bold in their operations. In some instances they have committed the robberies during the day.

It is believed that the thefts have been committed by young vandals of high school age who work in groups or gangs and post a lookout who gives warning when there is danger that they will be apprehended. Apparently Denver is suffering from a juvenile crime wave similar to that which is sweeping over the entire country. Denver police, thus far, have been unable to catch any of the miscreants.

Operators express the opinion that the coin-operated machines are so frequently robbed as well as wrecked because they are, in the main, built without adequate protection against burglary, and there is a rising demand that manufacturers adopt methods which will make the machines burglar-proof. It is understood that a device can be built in which will afford such protection.

The loss of earnings, expense and delay in getting new parts and the time required to make repairs on machines is a big headache to operators suffering such damage.

It is reported that petitions are now being circulated throughout Colorado in an effort to have horse racing and slot machines legalized. It is claimed that the position recently taken by State Treasurer Homer F. Bedford, who advocated the legalizing and the state licensing of slot machines, encouraged the sponsors to circulate the petition, which reputedly seeks to have the question of legal slot machines and horse racing submitted to the voters in the next general election.

Frances Conrey

Add Record Lines

HOUSTON—Standard Music Distributors have been appointed distributors of Globe Records for the state of Texas, and South Texas distributors for Melodisc records.

According to H. M. Crowe, adequate stocks on both labels are now rolling in and the firm is ready to serve the operators without delay.

* * *

A man bought a parrot and tried to teach it to talk. Going over to the bird, he repeated for several minutes the words, "Hello, hello." At the end of the lesson the parrot opened one eye and answered drowsily, "Line's busy."

Gisser Visits Coast

LOS ANGELES—M. S. Gisser, of Cleveland Coin Machine Exchange, Cleveland, planed in on October 10th to see this fantastic country and see if it lived up to all the reports which have filtered back to Cleveland.

"Frankly, it's been a plan of mine for 15 years to come out here and just see how wonderful a country this really is," said Gisser. "I've heard some mighty fine reports for years and I must say my first impressions jibe with reports I've heard. It seems everybody out here is subsidized by the local Chamber of Commerce for I've never run into such a congress of local boosters. But it's all well, it's a swell climate, a mighty fine part of the country, and the most hospitable coin machine men I've run into anywhere."

Gisser visited THE REVIEW and, with a twinkle in his eye, declared it was "just a pleasure visit. No business, absolutely." But we'll be watching Sir Gisser. It's quite likely that a hard winter in Ohio might give him some new plans.

Robinson Shows Chief

LOS ANGELES—C. A. Robinson has unveiled the new Jennings Bronze Chief . . . a colorful beauty-gleaming chrome, burnished bronze, hand-rubbed walnut slot. Custom built, as Jennings famous Chiefs have been through the years, and featuring many new improvements over pre-war models, Robinson reports a fine response to the showing and the booking of some nice orders.

Robinson relates that the sample on display is the very first machine to come off the production line—a promise made when he was in Chicago, and fulfilled in accordance with arrangements. A de luxe showroom has been set up for Jennings displays in the headquarters of C. A. Robinson and Co.

Laymon Hot on Conversion

LOS ANGELES—"To keep 'em modern and up to date until there are plenty of new machines, you can't beat the conversions," believes Paul A. Laymon and proves that others share his opinions by showing a stack of orders for conversions he is offering.

When the Japs said "Uncle" the Shoot-the-Jap conversion was a sick duck quick. Laymon filled the breech quickly with a new Photo Electric Rifle Range Conversion which revitalizes the old Seeburg Chicken Sams and Convicts, and Shoot-the-Japs.

Laymon has also tabbed up a nice business on the 5 ball novelty revamp by Gottlieb known as "Cover Girl." "We've sold all we can get," he said, "and very few more will be coming through because production is giving way to new stuff pegged for deliveries in the months ahead."

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1 Shoot-the-Chutes	175.00
1 Scientific Baseball	67.50
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1 Western Baseball	45.00
2 5c Air Raiders	225.00
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1 1c Exh. Fist Striker	55.00
1 Exhibit Punching Bag	135.00
1 Rainbow Pencil Vender	45.00

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1 Stepper Upper	65.00
1 Winning Ticket	75.00
8 Mills Q.T. Pin Tables	27.50

CONSOLES

MILLS

2 4 Bells, 5c	$575.00
2 Jumbo Parades, Late Models	139.00
1 Mills Square Bell	85.00

JENNINGS

1 Silver Moon, 5c	$115.00
1 Cubes	75.00

EVANS

2 Lucky Lucre, Late	$225.00
1 Galloping Domino, Late	125.00

BALLY

1 Liberty Bell	$ 19.50
1 Cigarolia-V Model	125.00
1 Big Top, C.P.	84.50
1 Big Top, F.P.	79.50
5 Pace Saratogas	95.00
1 Caille Musical Dewey	75.00
1 Exhibit Chuckalette	25.00
1 Bakers Pacers	175.00

SLOTS

MILLS

1 50c Gold Chrome	$475.00
2 5c War Eagles, 3-5 Pay	175.00
1 25c War Eagle, 3-5c Pay	245.00
2 1c Twin Jack Pot	25.00
10 1c, 5c Gooseneck Ass't	20.00

JENNINGS

1 25c Victory Chief	$385.00
1 10c 4 Star Chief	225.00
3 5c 4 Star Chief	150.00
1 5c Century, D.J.P.	65.00
5 1c Little Dukes	17.50

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1 1c Rol-a-Top	$ 65.00

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1 5c Comet, S.J.P.	$ 69.50
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2 5c Cadet, D.J.P.	95.00

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Berlo Vends Meals

PHILADELPHIA—What may establish a new trend in automatic vending has been started here by Jack Beresin, head of Berlo Vending Machine Co. New idea is to vend hot meals in industrial locations, along with the more conventional items now being handled by automatic vendors.

Berlo has been active for some time in the operation of candy machines in movie houses. These will be continued but the new venture will take Berlo into the factory field with candy, cigarette and soft drink machines. Beresin is president of Loft's Candy Co. and also has an interest in the Pepsi-Cola Corp., which gives him an "in" for supplies for his vendors in industrial spots.

Added to this list of vended products will be hot meals prepared by skilled dietitians. Hot soups, stews, coffee, meat and vegetables will be vended. Each spot will be studied for the type of food desirable for the workers and machines will vend accordingly. If the plan is successful Berlo intends to invade the big office building field where coffee shops and eating establishments are not conveniently located nearby for the benefit of the tenants and occupants.

Paul C. Lewis, former regional director of the War Manpower Commission, has been added to the Berlo staff and will be active in the new operations.

Loan Firms Unite

SAN FRANCISCO—A merger of the Morris Plan Co. of California, with headquarters here, and First Industrial Loan Co. of California, Los Angeles, under negotiation for many months, has been voted by their respective boards of directors and became effective September 17th.

The merger will bring together the state's two largest and oldest companies operating under California's Industrial Loan Act. Their combined resources are approximately $13,000,000. Morris Plan operates offices in San Francisco and Oakland. First Industrial operates offices in Los Angeles and Long Beach, and both organizations have been important factors in the financing field in the Coin Machine Industry.

Philco? Heavens No!!

If at any time any music operator has occasion to buy records at the Music Shop next to the Philharmonic Auditorium in Los Angeles don't—pleeeez don't ask for Philco discs . . . they're Philo and the Mesner boys who operate the place, plus their wives, will rap your cranium if you make an error on the name.

A wheezy newshound slipped a "c" before the "o," an unpardonable sin, in a free publicity story we gave the outfit in the October issue. Thereafter all hell broke loose . . . and especially Mrs. Mesner. We're happy to make a clean breast of this "Mess-ner" item. It's Philo, not Philco, and we shall forever hide our faces as we pass the establishment. Please accept our humblest apologies.

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Mo. Ops. Meet

ST. LOUIS—The first meeting of the Missouri Amusement Machine Association since last June was held at the Forest Park Hotel here on October 6th. Meeting was a dinner and business meeting and 69 members were in attendance.

Louis Morris, president, presided and pointed out that the Association, which embraces game operators as well as music men, has been functioning for the past 14 years. And during all that time meetings have been held monthly for the most part. Morris introduced several operators who have joined the Association since the last June meeting.

Association has set itself as a contributor to the U. S. S. Missouri, the State's namesake battlewagon which played such an important part in the war and served as the vessel for the signing of the Japanese surrender. Members pledged several thousand records and needles for the crew of the ship.

Next meet is tentatively set for mid-December.

Revive Cig Ass'n

DETROIT — According to Hugh C. Howes, Jr., former president, plans are formulating now for the revival of the Cigarette Vending Machine Operators' Association, which included most of the cigarette operators in the metropolitan area before the war.

Association died a natural death when shortages retired the vendors to an inactive status. Now with resumptions of active vending there is a need for the Association again and its revival is in order. Regular meetings are being planned for the future to discuss and plan procedures and meet problems peculiar to cigarette vending.

Sicking Has Conversion

LOS ANGELES — "Shoot the Bartender" is the appropriate name of a snappy new Conversion being manufactured here by Sicking Distributing Co.

Conversion is cleverly constructed, is loaded with appeal and interest. Bartender is humorously portrayed and nods his head as he turns around. General effect is that of a barroom and unit is ideal for Chicken Sams, Jap and Hitler Seeburg Radio Guns.

Graham Doing Pick-Ups

GLENDALE—H. R. and Ernie Graham, slot machine repair specialists par excellent, have added a new phase to their service—pickup of slots for repairing and refinishing.

The Grahams now have a stock of brand new replacement parts for most all model slots and are inviting operators to bring in their machines and replace makeshift repairs made during the war years.

Decca Expanding

NEW YORK—Decca Records, Inc., will double its prewar manufacturing capacity, with new plants scheduled for Los Angeles and Chicago and expansion of four existing plants. By the end of 1946 it contemplates enlistment of 50,000 dealers, compared with 25,000 prewar, with branches increased from 33 to 65.

* * *

Optician's daughter: Two glasses and she makes a spectacle of herself.

Laymon Adds Men

LOS ANGELES—Enlarging his service department to meet the requirements of the times, Paul Laymon announces the addition of William McDow, who returns after a stint in the Army, 3 years of which were spent in Burma. Clifford Manske, out of the Navy, is another addition.

On the sales end, Edward Wilkes, former Long Beach operator, has joined the staff. Wilkes understands the business and the men in it and is already dishing out sizable portions of the best of service.

New service item added to the Laymon stocks includes an unbreakable plastic fluorescent servicing light of the same type as used in aircraft production. It's an ideal operator's aid and comes with a 30-foot cord.

Mape Back From East

LOS ANGELES—E. T. Mape of the Mape Music Co., Los Angeles and San Francisco, arrived back on the Coast October 12th after a quick trip to Kansas City to see what's doing at Aireon. Ed expressed himself as mighty thrilled with the cabinet of the new Aireon machine. The mechanism wasn't on display at the time but as far as Ed could see the job looked okeh.

Garrison Injured

PHOENIX, Ariz.—Roy Garrison, of Garrison Sales, ran into a bit of bad luck on his hunting trip to Yellowstone. Returning via Los Angeles, Roy had a head-on collision with another car near Anaheim and took on a load of cuts, bumps and bruises. Car was badly wrecked but Roy was able to continue on home by train.

Yorgason Dies

LOS ANGELES—Harold Yorgason, operator in these parts for many years, died of a heart attack Wednesday evening, October 17th. "Yorgy" was in his 40's. Funeral services were held on October 22nd. Surviving are his wife and two children.

Yorgason identified himself mainly with automatic music and in recent months had been operating a record pressing plant, and aided Jack Gutshall in his production of "The Honeydripper" when several additional plants were asked to help take care of the terrific demand for the number.

SUPPORT THE



DRIVE

Awarded Trainer Ex.

MILWAUKEE—A. R. Slade, General Manager of the Batter-Up Co., manufacturers of the Jeter Base Ball Pitching and Batting game, has been awarded the exclusive United States and Canada distributorship of the "Penguin" Pre-Flight Trainer manufactured by the California Aero Glider Co.

Slade states that this pre-flight ground pilot trainer has been in use for the past several years in schools, colleges, airports, C. D. groups, etc., for ground training of civilian, transport and commercial fliers. The sudden ending of the war has made this trainer available to the amusement field. No factory reconversion was necessary.

Slade reports that the Pre-Flight Trainer he is offering to the amusement field is exactly the same as the educational model with the exception that it does not contain the instruments for blind flying, radio, etc. Therefore, by eliminating these instruments only, all that the company needed to do was to step up production, and the Batter-Up Co. promises immediate three-day delivery to any and all purchasers.

According to Slade, this is not a toy or a kid's ride, but the customer actually sits in a regulation cockpit. All controls are exactly the same as used for training pilots for actual flying. This ship looks and operates exactly the same as a regulation airplane. It climbs, dives, banks, spins, stalls and simulates in every respect actual flying conditions. According to Slade, any person actually interested in pilot training can save hours of air time with the use of this ship and at the same time, anyone with the "flying fever" can get plenty of thrills, chills, laughs and roars by getting "off the beam." Spectators enjoy seeing the novice spin, dive and dip unintentionally.



A. R. Slade, in cockpit of Pre-Flight Trainer, and "Pat" Kelly, installation Manager, all set to demonstrate the thrills of a plane ride, without leaving the ground.

There are Pre-Flight Trainers in operation in Arcades under the control of the Mills Sales Co. of Oakland, Calif., who have been appointed west coast distributors for the Pre-Flight Trainer, as well as the Batter-Up machine. There are also trainers on location and doing a very satisfactory job at the Broadway Amusement Center, San Diego, The Beach at San Francisco, Long Beach, and en route with the Boyen Joyland Shows. A Pre-Flight Trainer store is already in operation at Grand Rapids, Michigan, and Des Moines, Iowa, as well as two stores in Milwaukee.

Coffee Vendor Coming

KANSAS CITY, Mo.—A hot coffee vending machine is not a distant dream. This miracle-like machine offering customers a cup of steaming hot coffee for a nickel, will soon be a reality.

Benson Mfg. Co. is turning from full-time war work to peacetime production and one of the principal products to be turned out is the coffee vending machine.

Several models of this machine have been built at the plant, and many corrections have been made by the engineering department, machine shop and tool and die department. At present a mock-up of the acceptable design is being produced, based on features and improvements resulting from the earlier experimental models.

The production expectation of this machine is beyond comprehension, and all of those to whom it has been submitted have indicated a tremendous interest. Further details of operating performance will be revealed a little later on.

Williams Coast Office

LOS ANGELES—On January 1st the Williams Mfg. Co., Chicago, will open a Coast office at 2309-11 West Pico Boulevard in the center of Coin Machine Row in the C. A. Robinson building.

New office will serve as a business office to handle distribution of Williams products to jobbers and distributors in the Western area and no sales will be made direct to operators, according to preliminary reports.

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LETTERS to the EDITOR

Anchorage, Alaska

Dear Sirs:

Haven't received THE REVIEW since moving to Anchorage. However, just to be sure I don't miss it for a good long time I am enclosing $3.00. About all the information I get up here comes from THE REVIEW.

Leo Tyler

APO, San Francisco, Calif.

Dear Sir:

I am interested in operating Candy and Cigarette vending machines in the Territory of Hawaii. Can you give me any information on operating these machines? What percent do I have to pay where I place them? And from what reliable company on the West Coast may I purchase these vendors?

I have had twenty-one years' service and will be getting out soon if I can get started in this vending business.

Charlie O'Neal, 1st Sgt.

(Letter has been answered. If you wish the complete address, it will be gladly furnished.)

Dear Mr. Blackford:

It's been a long time since I've written you. Probably a few months, in fact. But in that time I could not possibly have sent you any mail for six weeks since even our magnificent Navy has made no provision for picking up mail in the mid-ocean, Atlantic and Pacific, in both of which I've been during the past two months.

When the war ended I was stationed in the small but wonderfully hospitable city of Esch, Luxemburg. The two weeks of celebration which followed the war's end were laden with days of parades, in which my unit participated with crowds of cheering, lantern-waving and occasionally inebriated Luxemburgers and French who crossed the border. For two weeks there was no business transacted in Luxemburg but the entire period was devoted to dances, parties and various types of celebrations. Americans were even more popular than before the war's end. Girls were friendly, frequently to extremes, drinks were plentiful and liberally provided. Gaiety reigned and abandon ruled. Of course, we—that is, the G. I.'s—continued our regular duties but we had ample opportunity to participate in the celebration activities.

Luxemburg, though a small country, or duchy, is among the most highly industrialized and modern parts of Europe. Its peoples speak four or five languages. Few were the girls, or men, whom I've met who could not speak French, German and frequently English and Italian in addition to their native tongue. Though the music is a bit too Germanic or perhaps waltzish or polkaish for my particular taste they also frequently played American tunes and quite a few of the younger people knew a good deal about such musicians as Glenn Miller, who was a particular favorite because of his Army band broadcasts as well as his Bluebird records (please don't mind the plug for Bluebird, remember I've got a job to return to and am practicing boasting the product) and Harry James, while Dinah Shore was probably more popular than many of their native singers. I remember one particular evening when I danced a dozen times with an especially luscious girl to Dinah's rendition of "Bluejay" or something like that; I can't clearly recall the name. It made me feel as though I were back in the States.

For a short time after the celebrations there were many dances at the cafes and in halls rented by different G. I. organizations. The Army opened a number of "rest centers" in Esch and soldiers really flooded the town and were well greeted and treated by the population in general and the man-hungry and appreciative girls. But then the native Luxemburgers who had been laborers or prisoners of the Germans started returning. They seemed to be in good condition though all complained of the hard work and long hours which the Germans had forced them to work in mines, factories, etc. The men were friendly, conversed about various conditions in Germany and how wonderful was the American Army. However, the girls' attitude changed drastically. They froze on the G. I. Rarely did they accept dates, few were the girls and soldier couples who strolled to the park or danced in the cafe. The attendance at all G. I. dances was meagre. Gradually the cafe dances became crowded with the native Luxemburgers, the music became much more native in quality and even the cafe owners were no longer too enthused about our attendance. Within a month after the war's end it was difficult to find as many as a dozen G. I.'s at a usual cafe dance, but the dances were still crowded with girls and their native boy friends. We were outsiders and they made no effort to conceal it. The war was over for them and they wanted to resume their normal living habits, which didn't include foreigners. The famed clannishness of the Luxemburger was being demonstrated—and how!

Fortunately for me I had met some extremely friendly contacts. I had met a Jewish family which had owned one of the largest stores in Esch prior to the German invasion. They had fled to France and lived in hiding in a small town in the Vichy-ruled part of that country. When Luxemburg was retaken by the Americans they returned to their home and found it temporarily taken over as Army quarters for troops. The place was quickly returned to them. But it was an empty house they found. The Germans had looted and sold or stolen every piece of furniture which had been left behind. However, some of the natives who had purchased the furniture voluntarily returned some of it and some of the rest was traced through bills registered by the German officials in charge of sales of Jewish property. Much of it they would never find.

I had also become very friendly with a girl who still remained sociable and friendly even after the return of the native sons. Of course, she wouldn't go with me to public dances or where we would be likely subjects of discussion but we did frequently find opportunities to spend some time together.

Despite the change in the natives' attitude we still found plenty of pleasant activities and pleasures in Esch. Then, as it must to all troops (to paraphrase somebody's quotation), our orders arrived for moving. We said our adieux and waited the date of departure.

We traveled through France in "forty and eights." I believe I once described these antiquated, crowded, dirty trains as being unfit for eight horses but good enough for 40 G. I.'s. That description still goes. We arrived at our staging area, which turned out to be a huge dust bowl which would put even a desert to shame. It was hot, dusty and absolutely devoid of any provision for comfort. Hastily dug latrines and pyramble tents for housing, cooking and living were the sole features of the camp. We ate outdoors, where a puff of wind always managed to flavor our food with a covering of dust. Shortly after we arrived outdoor movies were provided and name stars and USO troupes began visiting the camp. Bob Hope, of course, was about the most popular visitor.

(See LETTERS, Page 74)

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in future issues of THE REVIEW. Our Mills have promised steady shipments in the months ahead and increase in the quality of the stock will be evidenced in future issues, until sometime in 1946 when we will be able to resume the heavy coated stock used in pre-war years. So, there's reason to rejoice - - - unlimited paper stock permits us to give you ALL of the space you need - - - and a readership, protected, amplified and augmented during the war years - - - is eagerly awaiting your messages.

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Red Hot NEWS

LAST MINUTE REPORTS—PREDICTIONS—FORECASTS and GOOD OLD FASHIONED RUMORS COMPRISE THIS NEW REPORTING SERVICE OF "THE REVIEW." THIS PAGE IS WRITTEN AS THE FINAL FORMS GO TO PRESS ON THE 20th.

NEW EQUIPMENT DELIVERIES: As predicted in this Department last month, the delivery of new equipment is following in the order we reported. New Vendors and Amusement Devices are already making their appearance. Two gaming devices and two slots are now being delivered. Automatic phonographs, as we told you, will not be along until next year. Some of the factories plan late January deliveries but there will not be a heavy flow of phonographs until March and April. Packard will deliver Pla-Mor boxes next month. A new set-up on this box may be revealed the first of the year.

PHONOGRAPHS: Aireon revealed their mechanism to district managers and distributors in Kansas City on the 22nd. Mechanism was perfected by a former Packard engineer, according to reports. And, speaking of Homer Capehart's Packard plant; no new phonograph is in the offing. Boxes are now on the line but it is unlikely a phonograph will be manufactured. Plant-Head-Struby says a phonograph will be ready by next June or not at all. The odds are on the "not at all" part of the prediction for low cost motor trucks are in the center of the picture there at present. .....Surprise may be expected from Majestic Radio & Television. Firm is said to be ready to invade the coin-operated music field.....And, to make the picture more intriguing, Chicago rumors have it that a big outfit is waiting until the thunder is off the other phono lines before they announce a model that will set a new low price precedent in the business. Put your tongue in your cheek on that one.....A BIG Chicago war wealthy manufacturing outfit has under consideration a West Coast mechanism with a plan in mind of using it in a series of automatic phonographs. All of which adds up to about <u>eleven</u> for the field.

VENDING: Unusual vendors are ahead. Machines that will vend meals, coffee and what have you. C. C. Bradley & Sons in Syracuse have a soft drink vendor that mixes, vends your choice of 6 drinks in a paper cup. Fresno, Calif. has an organization putting the finishing touches on a bottle vendor. The field is wide open and suppliers are now sounding out outlets. We speak of soft drink, milk, concentrated juices, and fresh fruit juice supplies. All of them have been in touch with us.

<u>Cigarette and Candy Machines:</u> Big news in this field was the acquisition of DuGrenier by Automatic Instrument, a mighty name in music via the coin chute. Firm will do an aggressive job in promoting this line and big things may be expected.....A firm on Staten Island, New York, will shortly enter the vendor field with a new machine.....Vendall, Chicago, will soon announce a multiple vendor vending 8 columns of candy bars, 5 brands of chewing gum, and two kinds of bulk nuts. Next issue will carry pictures and complete info.

PHONO RECORDS. A rapid change is expected here about the first of the year. Majors are catching up on the market and Independents will cut prices to stay in, according to info. Majors threaten two hits on each disc rather than cut price and will battle Independents thusly. Stylized music will save Independents with something on the ball, but a price moderation will come. Change is already in progress and the Independents are getting into the specialty groove - a perfect set up for music operators.

Keep your eyes on this reporting service. Months later you will find that our earlier reportings were founded on findings -- not fantasy.

LETTERS

(Continued from Page 72)

However, we did see the show of one of the popular New York nights clubs, which made us appreciate again, as though we'd forgotten, how lovely were American girls. Other shows also made frequent appearances.

We received occasional passes to towns. These were usually small, smelly and not particularly impressive. The merchant's impression was that the G. I. was a sucker and we were treated that way. The fault for the extremely extravagant costs of every item, including food, was not entirely that of the native population but partially that of the Army, which arbitrarily put an exchange value of 2 cents upon the French franc. It was actually worth 1 cent in American currency, and the French gladly sold 100-franc notes for $1.00 in American money to fellows who risked selling dollars.

Many of the small southern French towns were ancient and historical but hardly modern in any fashion. The particular division handling the staging area provided a large USO center and also movies in many of the towns. There were also bull-fights (which I did not see) and some horse races. I saw a horse race and jackass race as guest of the governor of the entire area. I met him in an odd fashion. While hunting for a Jewish resident, I was told to see him. I did so and he said that he had been born a Jew but for many years had believed in nothing. He had no faith. However, he was friendly and though we had difficulty understanding each other, since he spoke no English and I spoke no French, we did manage to feebly comprehend each other's slight and awkward German. I went to the races with this lawyer-governor and his pretty niece. There were some carnivals in town to which he invited me but since his niece was too young for much social activity—especially with a soldier—I preferred to seek my entertainment in the usual lone-wolf, prowling fashion.

We stayed in Southern France for over a month and then "parteed" for our ship. We have now been on board for over six weeks, during which we had only 14 hours on land. This was at a wonderful Army camp in Panama, where there were more facilities than anywhere I've ever seen. Huge PX's sold absolutely everything anyone could desire. There were wooden barracks with real showers and beds with sheets and pillows. The American women of the town came out to act as hostesses and provided us with sandwiches, coffee and cokes. There was a huge movie house where I saw Danny Kaye's latest film. The camp complement provided a stage show and the band played for the dance which followed. Then following this entertaining evening we received our mail. That final event was the climax of a wonderful evening. The next morning we resumed our trip, having moved from the Atlantic to the Pacific. Thus far the only difference that I've seen in this ocean is that we are still under black-out conditions whereas we were not so restricted in the Atlantic. The weather is only different in that it rains more frequently than it did in the Atlantic and often with no warning at all.

The evening before last we had "Rosh Hashana" or Jewish New Year services on board conducted by an EM, since there is no chaplain of any faith on board. I hope that before the end of the period of prayer, which will be in about eight days, we will be on land. That would give me and about four other fellows on board the unique record of having spent three successive New Year services in three different parts of the world. Two years ago (and I hope again next year) we were in the States, last year we conducted services on board a ship in the English channel and the final services over a camp fire in Normandy, France, and this year we again conducted services on board a ship, but this time in Asia. I've become quite a tourist, you notice.

Well, that's all about the past few months.

What about the future? Frankly, Mr. Blackford, I'm a bit uncertain. I will, of course, return to my job at Raymond Rosen & Co., Philadelphia, where I'd been promotion manager for their Victor and Bluebird records and RCA-Victor record departments. I don't know, though, what changes the past three years in the Army have made in me or what conditions exist after three years there. Perhaps I and conditions will be unchanged and I'll fit smoothly back into the groove again. I don't know. Only time will tell. Right now I'm just looking forward to going home, which may happen anywhere in from four to eight months.

Let me hear from you and learn what's doing with the gang from THE REVIEW.

Harry Bortnick.



Warming up for post-war sales as Wurlitzer distributor Leonard Sheehan, manager of Wisconsin-Simplex, Milwaukee, tossed a housewarming for top Wurlitzer sales executives, other distributors and music merchants. Shown at the firm's new headquarters are left to right, Larry L. Cooper, district manager; Frank Garnett, co-owner of Chicago Simplex Distributing Co.; Gordon B. Sutton, assistant general sales manager; Sheehan, seated; M. G. Hammergren, general sales manager; Alvin J. Goldberg, partner in Chicago Simplex; Ed R. Wurgler, assistant general sales manager; M. A. Bartels, general service manager. All except Garnett, Sheehan and Goldberg are Wurlitzer officials.

Know Jack La Tuff?

The Post Office Department at St. Paul, Minnesota, is seeking additional information concerning a party named Jack La Tuff so it may follow through on an indictment and prosecution.

If you know of said La Tuff, or have any information concerning him, his operations, or his whereabouts, you will be serving the cause of justice as well as protecting brother operators by communicating with A. Anderson, Inspector, Post Office Department, St. Paul 1, Minnesota.

* * *

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We are seeking news representatives in various cities able to send us a monthly news letter. If you can write a bright, newsy letter and are located in a Coin Machine Trading Center, please communicate with the Editor. Satisfactory remuneration for your efforts. COIN MACHINE REVIEW, 1115 Venice Blvd., Los Angeles 15, Calif. (TF-P)

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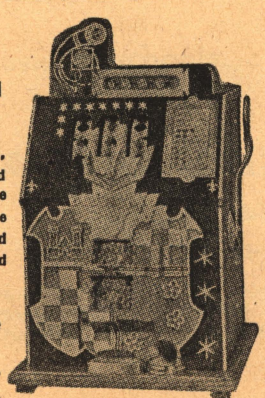
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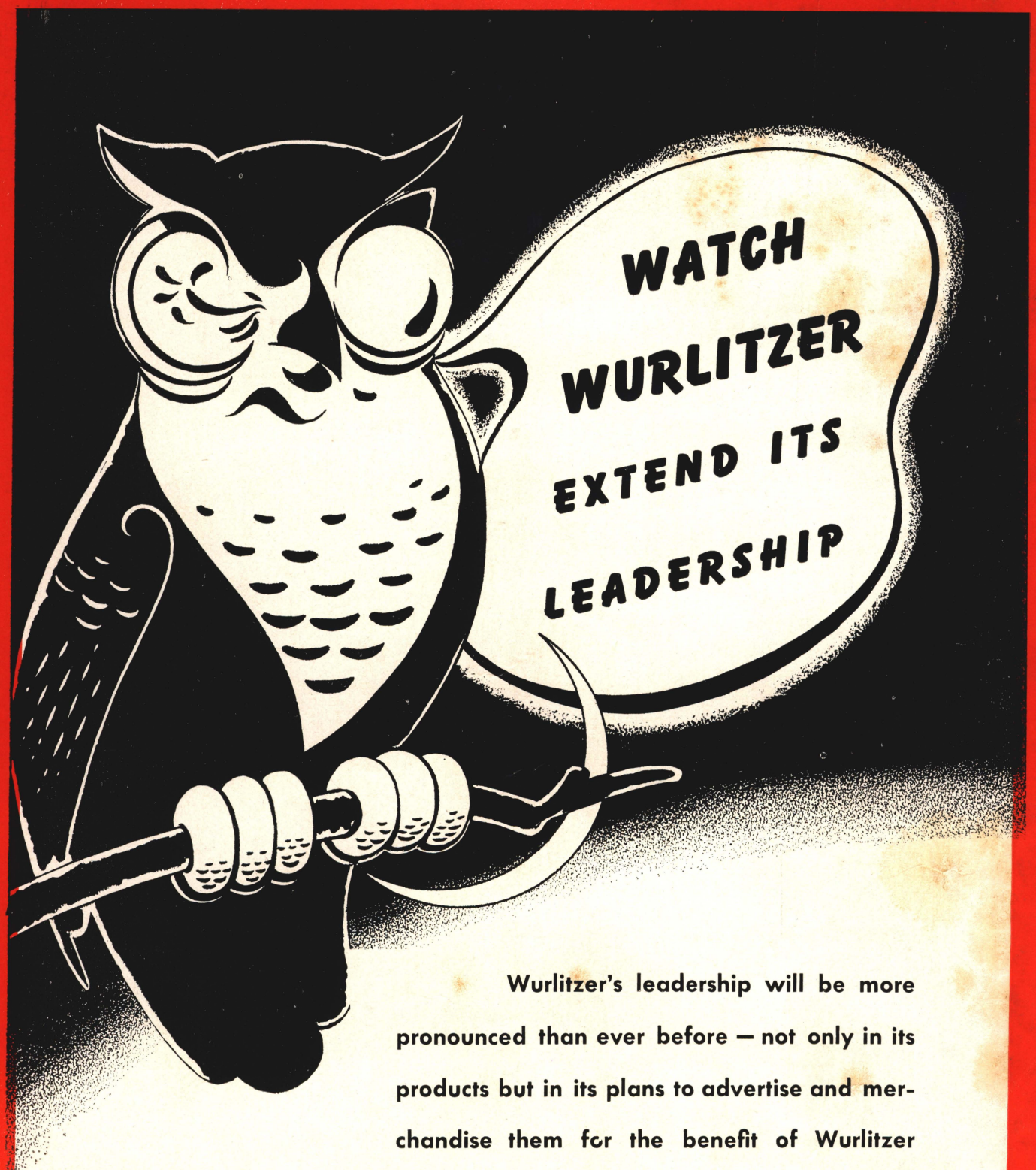
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